

U.S. Department of Justice  
Washington, DC 20530

**Supplemental Statement**

**Pursuant to the Foreign Agents Registration Act of  
1938, as amended**

For Six Month Period Ending July 31, 2012

(Insert date)

**1 - REGISTRANT**

1. (a) Name of Registrant

(b) Registration No.

Bavarian U.S. Offices for Economic Development, LLC 6015

(c) Business Address(es) of Registrant

75 Broad Street, 21st Floor  
New York, NY 10004

2. Has there been a change in the information previously furnished in connection with the following?

(a) If an individual:

(1) Residence address(es)	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

(c) Explain fully all changes, if any, indicated in Items (a) and (b) above.

**IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).**

3. If you have previously filed Exhibit C<sup>1</sup>, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☐ No ☐ Not applicable

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

1. The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

## 4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period?

Yes ☐No ☒

If yes, furnish the following information:

Name

Position

Date Connection Ended

## (b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes ☐No ☒

If yes, furnish the following information:

Name

Residence Address

Citizenship

Position

Date Assumed

## 5. (a) Has any person named in Item 4(b) rendered services directly in furtherance of the interests of any foreign principal?

Yes ☐No ☒

If yes, identify each such person and describe the service rendered.

(b) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

Name

Residence Address

Citizenship

Position

Date Assumed

(c) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position or Connection

Date Terminated

(d) Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position or Connection

Foreign Principal

Date Terminated

## 6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(b) of the supplemental statement?

Yes ☐No ☐

Not applicable

If no, list names of persons who have not filed the required statement.

**II - FOREIGN PRINCIPAL**

7. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Foreign Principal

Date of Termination

8. Have you acquired any new foreign principal(s)<sup>2</sup> during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name and Address of Foreign Principal(s)

Date Acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principal(s)<sup>2</sup> whom you continued to represent during the 6 month reporting period.

Bayerisches Staatsministerium fuer Wirtschaft, Infrastruktur, Verkehr und Technologie  
(Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology)

10. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Item 8?

Exhibit A<sup>3</sup> Yes ☐ No ☐ Not applicable

Exhibit B<sup>4</sup> Yes ☐ No ☐ Not applicable

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐ Not applicable

If no, please attach the required amendment.

<sup>2</sup> The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

<sup>3</sup> The Exhibit A, which is filed on Form NSD-3 (Formerly CRM-157) sets forth the information required to be disclosed concerning each foreign principal.

<sup>4</sup> The Exhibit B, which is filed on Form NSD-4 (Formerly CRM-155) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.



### III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☒ No ☐

If yes, identify each foreign principal and describe in full detail your activities and services:

Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology

New York office: See attached Addendum I (Description of Responsibilities) and Addendum II (Website - About Us + Mission)

San Francisco office: location marketing  
location services and information provided to U.S. companies

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>5</sup> as defined below? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology

New York office: See attached Addendum I (Description of Responsibilities)

San Francisco office: None

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits your foreign principal(s)? Yes ☒ No ☐

If yes, describe fully.

San Francisco office: location marketing

New York office: None

<sup>5</sup> The term "political activity" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



## IV - FINANCIAL INFORMATION

## 14. (a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>6</sup>

Date	From Whom	Purpose	Amount
03/22/2012	Bavarian Ministry*	SF office: contribution to cover office operating expenditures (2. Quarter 2012)	\$122,136.90
03/22/2012	Bavarian Ministry*	NY office: contribution to cover office operating expenditures (2. Quarter 2012)	\$182,046.87
06/21/2012	Bavarian Ministry*	SF office: contribution to cover office operating expenditures (3. Quarter 2012)	\$144,461.37
06/21/2012	Bavarian Ministry*	NY office: contribution to cover office operating expenditures (3. Quarter 2012)	\$174,470.25
			<b>\$629,126.34</b>

\*Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology Total

## (b) RECEIPTS - FUNDRAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fundraising campaign<sup>7</sup>, any money on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☐ No ☒

If yes, have you filed an Exhibit D to your registration? Yes ☐ No ☐

If yes, indicate the date the Exhibit D was filed. Date \_\_\_\_\_

## (c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>9</sup> other than money from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☒ No ☐

If yes, furnish the following information:

Foreign Principal	Date Received	Thing of Value	Purpose
Bavarian Ministry*		brochures	promotion
		trade show gifts	promotion

\* Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology (Invest in Bavaria) - San Francisco office  
New York office: None

6, 7 A registrant is required to file an Exhibit D if he collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

8 An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

9 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

**15. (a) DISBURSEMENTS-MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes ☒ No ☐(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

Not applicable

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
Not applicable			

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Total

**(b) DISBURSEMENTS-THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value<sup>10</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, or 9 of this statement?

Yes ☐No ☒

If yes, furnish the following information:

Date	Recipient	Foreign Principal	Thing of Value	Purpose
Not applicable				

**(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>11</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐No ☒

If yes, furnish the following information:

Date	Amount or Thing of Value	Political Organization or Candidate	Location of Event
Not applicable			

10, 11 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.



## V - INFORMATIONAL MATERIALS

16. (a) During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials?<sup>12</sup>  
 Yes ☒ No ☐

If Yes, go to Item 17.

- (b) If you answered No to Item 16(a), do you disseminate any material in connection with your registration?  
 Yes ☐ No ☐ Not applicable

If Yes, please forward the materials disseminated during the six month period to the Registration Unit for review.

17. Identify each such foreign principal.

Bayerisches Staatsministerium fuer Wirtschaft, Infrastruktur, Verkehr und Technologie  
 (Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology)

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials? Yes ☒ No ☐

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Please see Addendum iii

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- ☐ Radio or TV broadcasts ☒ Magazine or newspaper ☐ Motion picture films ☒ Letters or telegrams  
☒ Advertising campaigns ☒ Press releases ☒ Pamphlets or other publications ☒ Lectures or speeches  
☐ Other (specify) \_\_\_\_\_

**Electronic Communications**

- ☒ Email  
☒ Website URL(s): www.bavaria.org; www.bavaria-westcoast.com  
☐ Social media websites URL(s): \_\_\_\_\_  
☒ Other (specify) LinkedIn, Facebook, Twitter

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- ☒ Public officials ☐ Newspapers ☐ Libraries  
☐ Legislators ☒ Editors ☒ Educational institutions  
☒ Government agencies ☒ Civic groups or associations ☐ Nationality groups  
☒ Other (specify) Business and individuals

21. What language was used in the informational materials:

- ☒ English ☐ Other (specify) \_\_\_\_\_

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6-month reporting period? Yes ☐ No ☒

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes ☒ No ☐

<sup>12</sup> The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

**VI - EXECUTION**

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Print or type name under each signature or provide electronic signature<sup>13</sup>)



Dr. Benno Bunse

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

<sup>13</sup> This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

Addendum 1) Page 1


Registrant: Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology-U.S. Office for Economic Dev.

**Description of Responsibilities of the Bavarian Representation in the U.S.A.**


- Active participation in preparing Bavarian marketing strategies for the U.S.A. Particularly in light of representative's experience in and knowledge of the market new ideas and initiatives for the marketing strategies are expected.
- Establishing contacts with U.S. Companies for direct investments, joint ventures, cooperation agreements, etc. (lead generation).
- Cultivating contacts with multipliers in the business community (banks, accountants, management consultants, associations, Chambers of Commerce, industrial planning organizations etc.) and utilizing these contacts for lead generation.
- Creation and execution of direct mail campaigns and sending out information materials about location Bavaria to target groups.
- Compiling of specific information about certain companies within the target group, such as company size, position in the market, international business activities etc.
- Organizing and executing seminars and informational events in the United States about location Bavaria.
- Organizing business trips for members of the Ministry for Economic Affairs to the U.S. including personal support, and possibly accompanying the visitor(s).
- Providing diverse services for the Ministry for Economic Affairs such as storage and shipment of information materials, handling inquiries by mail, telephone or facsimile etc. (office service).
- Ongoing reporting (in writing every two months) on current developments within the U.S. market, especially international expansion activities of U.S. companies in Europe.
- Keep current on and occasional feedback on other countries, including European regions and North America market activities (observe competition).

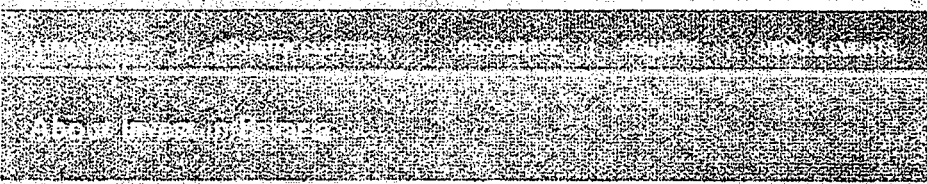


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Bavarian U.S. Offices for Economic Development, LLC  
Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology  
100 WALL STREET, 10TH FLOOR, NEW YORK, NY 10038 USA • TEL: 212 512 0900 • FAX: 212 512 0901 • [info@invest-in-bavaria.com](mailto:info@invest-in-bavaria.com)





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**About**

**Introduction** Invest-in-Bavaria is the investment and location marketing organization of the Bavarian State Ministry for Economic Affairs, Infrastructure, Transport and Technology. It is part of the Department of International Trade and Investment and is under the leadership of the Bavarian State Minister Mr. Martin Zeil.

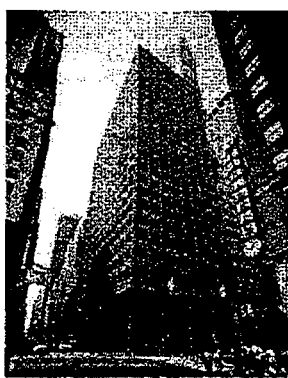
**Mission**

**Services**

**Team**

**Contact**

The Bavarian U.S. Offices for Economic Development, LLC is the representative organization for Invest in Bavaria in the United States. The organization's New York office is headed by Executive Director Wolfgang Hübschle and the San Francisco office is headed by Executive Director Lucie Merkle. These are two of the 23 representative offices of Invest-in-Bavaria's global network.




Invest in Bavaria's New York Office

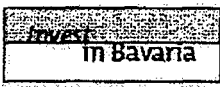
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Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology  
367 Lexington Avenue, 17th Floor, New York, NY 10017 USA • T: 800-554-0890 or 212-317-0555 • Fax: 212-317-0500 • [info@invest-in-bavaria.org](mailto:info@invest-in-bavaria.org)



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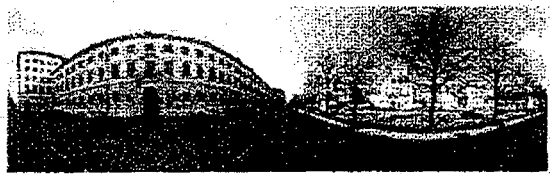
## Mission

**The mission of the Bavarian U.S. Offices for Economic Development, LLC is to assist American companies in finding the most advantageous solution for their business expansions and acquisitions in Europe.**

We seek to attract productive foreign direct investment into Germany's southern state of Bavaria to support economic growth and development in Bavaria's key industry clusters. We achieve this by promoting Bavaria's strategic and competitive advantages to U.S. investors and business leaders and by providing them with cost-free and confidential professional services to assist in their investment process.

Familiar with the intricacies of the corporate cultures of both German and American companies, our New York-based team with the direct support of the Invest-in-Bavaria team at our Headquarters in Munich, seeks to streamline the fact-finding and the efficiency phases of the investment process. Over the past decade, since the founding of the office in 1996, the team's track record has been substantial, having helped a wide range of U.S. businesses successfully achieve their desired overseas objectives in Bavaria.

We invite you to join the over 350 U.S. companies that have successfully established subsidiaries in Bavaria. We look forward to helping you achieve your expansion objectives and offer you our **services**.



Invest-in-Bavaria's Munich Office  
Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology  
28 Prinzregenten Street, Munich, Germany

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## Profit & Loss

Bavarian US Offices for Economic Development, LLC  
Expense February - July 2012

<b>511 - Salaries</b>	
5101 - Gross Salaries	218,271.73
5102 - Social Security - US Fica	16,658.41
5103 - Federal Unemployment Insurance	185.44
5104 - NYS Unemployment Insurance	392.01
5105 - CAS Unemployment Insurance	972.81
5106 - NY State Disability	-54.60
5107 - CA State Disability	0.00
5108 - MCTM	412.27
5109 - Health Insurance	8,468.96
5110 - US Pension Group	3,712.53
5111 - LTD & Life, Dental & Vision Ins	990.07
5112 - Garnishment	0.00
<b>Total 511 - Salaries</b>	<b>250,009.63</b>
<b>512 - Professional Fees</b>	
5120 - Prof. Fees NY	3,504.48
5121 - Prof. Fees SF	14,189.11
<b>Total 512 - Professional Fees</b>	<b>17,693.59</b>
<b>513 - Office Space</b>	
5130 - Office Space Rent NY	35,705.14
5131 - Office Space Rent SF	27,952.00
5133 - Office Space R&M SF	430.00
5136 - Storage Space SF	169.60
<b>Total 513 - Office Space</b>	<b>64,256.74</b>
<b>514 - Office Insurance</b>	
5140 - Insurance NY	803.00
5141 - Insurance SF	796.00
<b>Total 514 - Office Insurance</b>	<b>1,599.00</b>
<b>515 - Office Expenses</b>	
5150 - Office Exp. NY	5,304.66
5151 - Office Exp. SF	1,273.38
<b>Total 515 - Office Expenses</b>	<b>6,578.04</b>
<b>516 - Telecommunication</b>	
5160 - Phone charges NY	3,348.30
5161 - Phone charges SF	3,610.62
5162 - Internet Exp NY	689.95
5163 - Internet Exp SF	391.00
<b>Total 516 - Telecommunication</b>	<b>8,039.87</b>
<b>517 - Travel &amp; Entertainment</b>	
5170 - Travel Expense NY	7,821.05
5171 - Entertainment Exp NY	939.15
5172 - Travel Expense SF	17,218.77
5173 - Entertainment Exp SF	1,123.64
<b>Total 517 - Travel &amp; Entertainment</b>	<b>27,102.61</b>
<b>518 - Automobile Expense</b>	
5180 - Automobile Lease NY	3,849.60
5181 - Automobile Lease SF	5,169.54
<b>Total 518 - Automobile Expense</b>	<b>9,019.14</b>
<b>519 - Library &amp; Database</b>	
5190 - L&D NY	6,748.88
5191 - L&D SF	96.08
<b>Total 519 - Library &amp; Database</b>	<b>6,844.96</b>



Accrual Basis

## Profit & Loss

February through July 2012

520 · Events, Membership Dues	
5200 · Events, Luncheons, Seminars NY	38,481.73
5201 · Events, Luncheons, Seminars SF	18,729.40
5202 · Membership Dues NY	2,860.00
5203 · Membership Dues SF	625.00
Total 520 · Events, Membership Dues	60,696.13
521 · Postage	
5210 · Postage NY	273.02
5211 · Postage SF	217.60
Total 521 · Postage	490.62
522 · Advertising Expenses	
5221 · Ad Exp NY	2,762.75
5222 · Ad Exp SF	3,435.96
Total 522 · Advertising Expenses	6,198.71
5225 · Misc. Expenses NY	1,113.30
5226 · Misc. Expenses SF	1,732.20
5235 · IT & other elect. purchase NY	542.92
5236 · IT & other elect. purchase SF	178.69
5250 · Bank Charges NY	53.51
5251 · Bank Charges SF	64.36
Total Expense	462,214.02

Letters + E-Mails sent out					
Date of event	Event	Letters		Emails	
		Nr.	Date sent	Nr.	Date sent
January					
1/17/2012	Experience Made in Bavaria - Invitation 1			464	1/4
1/17/2012	Experience Made in Bavaria - Invitation 2			222	1/11
1/17/2012	Experience Made in Bavaria - Reminder 1			450	1/10
1/17/2012	Experience Made in Bavaria - Reminder 2			44	1/17
February					
3/15/2012- 3/17/2012	Munich Satellite Navigation Summit	15	2/1		
4/14/2012- 4/19/2012	NAB Show 2012			28	2/3
March					
3/9/2012	Invitation to NJTC Event			80	3/1
3/7/2012	Bavaria Newsletter 1/2 2012			439	3/7
6/18/2012	BIO 2012 Info mail			30	3/14
3/26/2012	MassBio Annual Meeting info mail			45	3/19
April					
4/24-26/2012	BIO-IT World Boston			29	4/5
5/19/2012	Bamberg Symphony Event - Invitation 1	51	4/11	240	4/11
May					
5/19/2012	Bamberg Symphony Event - Reminder (same e-mail)	54	5/4	265	5/3
5/15/2012	Bavaria Newsletter 5/ 2012			439	5/15
June					
July					
7/20/2012	Bavaria Newsletter 7/8 - 2012			422	7/20

1/4/12 464 x email



Bavarian U.S. Offices  
for Economic Development, LLC

560 Lexington Avenue  
17th Floor  
New York, NY 10022  
(212) 317-0588

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## In case you have yet not registered **INVITATION**

### Experience ambiance "Made in Bavaria"!

We invite you to feel, see, hear and taste Bavaria.

Inspiring innovation, classic elegance and the rich diversity that characterizes one of the world's most advanced economies, versatile markets and premier business locations.

<b>Tuesday</b>	6:30 - 7:00 pm	: Registration with refreshments
<b>January 17, 2012</b>	7:00 - 7:10 pm	: Welcoming remarks
<b>Audi Forum</b>	7:10 - 7:45 pm	: Jazz quartet
<b>250 Park Avenue, NYC</b>	7:45 - 9:00 pm	: Networking reception

#### Feel

Audi - Truth in Engineering

World-class automobile manufacturer headquartered in Ingolstadt, Bavaria

#### See

Light design by internationally acclaimed artist Ingo Maurer (Munich/NYC)  
2010: Design Award of the Federal Republic of Germany | 2007: "Provoking Magic" Lighting of Ingo Maurer exhibition at Cooper-Hewitt National Design Museum, NYC | 2002: "Collab's Design Excellence Award", Philadelphia Museum of Art | 1998: "Project66" exhibition at MOMA, NYC

#### Hear

Bavarian/American Jazz quartet

Florian Hoefner, piano: Bavarian - graduate of Manhattan School of Music  
Rich Perry, saxophone: American - worked with Mel Lewis & Thad Jones Big Band, Joe Henderson Big Band, Vanguard Jazz Orchestra  
Holger Scheidt, upright bass: Bavarian - graduate of Berklee College of Music  
Nick Anderson, drums: American - graduate of Berklee College of Music and NYU

#### Taste

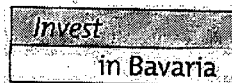
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Audi

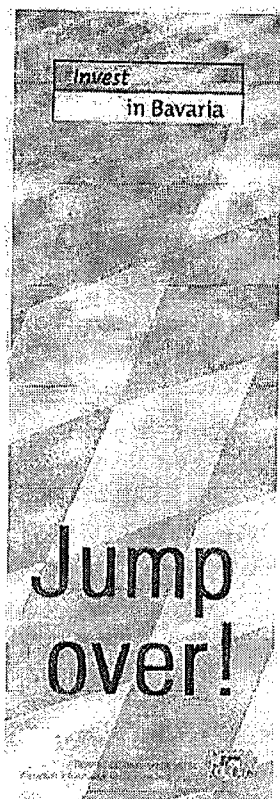


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Janet Danisman

1/10/2012

From: Bavarian US Offices for Economic Development, LLC [assistant@bavaria.org]  
Sent: Tuesday, January 10, 2012 5:18 PM  
To: jdanisman@bavaria.org  
Subject: INVITATION - Experience "Made in Bavaria"



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LLC  
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17th Floor  
New York, NY 10022  
(212) 317-0588

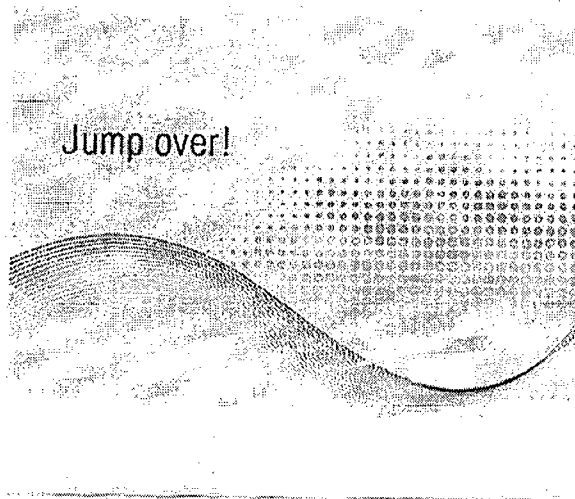
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#### INVITATION

Experience ambiance "Made in Bavaria"!

We invite you to feel, see, hear and taste Bavaria:  
Inspiring innovation, classic elegance and the rich diversity  
that characterizes one of the world's most advanced  
economies, versatile markets and premier business  
locations.



Tuesday, January 17, 2012  
Audi Forum  
250 Park Avenue, NYC

6:30 - 7:00 pm : Registration with refreshments  
7:00 - 7:10 pm : Welcoming remarks  
7:10 - 7:45 pm : Jazz quartet  
7:45 - 9:00 pm : Networking reception

#### Feel

Audi - Truth in Engineering  
World-class automobile manufacturer headquartered in  
Ingolstadt, Bavaria

#### See

Light design by internationally acclaimed artist Ingo Maurer  
(Munich/NYC)  
2010: Design Award of the Federal Republic of  
Germany  
2007: "Provoking Magic: Lighting of Ingo Maurer"  
exhibition at Cooper-Hewitt National Design Museum, NYC  
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**Holger Scheidt**, upright bass: Bavarian - graduate of Berklee College of Music  
**Nick Anderson**, drums: American - graduate of Berklee College of Music and NYU

**Taste**

Enjoy Bavarian beer and wine with alpine hors d'oeuvres by  
Neue Galerie's Cafe Sabarsky

1/13/12

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Audi

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in Bavaria

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## In case you have yet not registered **INVITATION**

### Experience ambiance "Made in Bavaria"!

We invite you to feel, see, hear and taste Bavaria:

Inspiring innovation, classic elegance and the rich diversity that characterizes one of the world's most advanced economies, versatile markets and premier business locations.

<b>Tuesday</b>	6:30 - 7:00 pm	: Registration with refreshments
<b>January 17, 2012</b>	7:00 - 7:10 pm	: Welcoming remarks
<b>Audi Forum</b>	7:10 - 7:45 pm	: Jazz quartet
<b>250 Park Avenue, NYC</b>	7:45 - 9:00 pm	: Networking reception

#### Feel

Audi – Truth in Engineering

World-class automobile manufacturer headquartered in Ingolstadt, Bavaria

#### See

Light design by internationally acclaimed artist Ingo Maurer (Munich/NYC)  
2010: Design Award of the Federal Republic of Germany | 2007: "Provoking Magic: Lighting of Ingo Maurer" exhibition at Cooper-Hewitt National Design Museum, NYC | 2002: "Collab's Design Excellence Award", Philadelphia Museum of Art | 1998: "Project86" exhibition at MOMA, NYC

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Bavarian/American Jazz quartet

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#### Taste

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Neue Galerie's Cafe Sabarsky

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1/17/12

44 x email

## REMINDER

Dear <Salutation>:

We look forward to seeing you tonight at 6:30pm at the Audi Forum NYC for our event:

### Experience ambiance "Made in Bavaria"

We invite you to **feel, see, hear and taste** Bavaria:

Inspiring innovation, classic elegance and the rich diversity that characterizes one of the world's most advanced economies, versatile markets and premier business locations.

Date: Tuesday, January 17<sup>th</sup>, 2012

Place: Audi Forum, 250 Park Avenue at 47<sup>th</sup> Street

Time: 6:30pm-9:00pm

Thank you for your consideration and we look forward to talking with you.

With best regards,

Jan

Wolfgang Huebschle  
Executive Director

Bavarian U.S. Offices  
for Economic Development, LLC

560 Lexington Avenue, 17th Floor  
New York, NY 10022  
(212) 317-0588

whuebschle@bavaria.org  
www.bavaria.org

Jan Danisman  
Director

Bavarian U.S. Offices  
for Economic Development, LLC

560 Lexington Avenue, 17th Floor  
New York, NY 10022  
(212) 317-0588

jdansman@bavaria.org  
www.bavaria.org

2/1/2012

15 letters sent

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New York, New York, 10022

<Contact>  
<Title>  
<Company>  
<Address 1>  
<Address 2>  
<City>, <State> <Zip>

**Jan Danisman**  
Director

**Telephone**  
(212) 317-0588

**Telefax**  
(212) 317-0590

**E-Mail**  
jdanisman@bavaria.org

**Web**  
www.bavaria.org

February 1, 2012



Dear <Salutation>:

**We invite you to attend the 10th annual Munich Satellite Navigation Summit**, organized by the *Institute of Space Technology & Space Applications*.

**March 13-15, 2012, at the Residenz in Munich, Bavaria - Germany**

High ranking international speakers from industry, science and government will discuss:

- progressing development of the European satellite navigation system Galileo,
- modernization of the US Global Positioning System (GPS-III),
- development of new (regional) navigation systems like the Chinese COMPASS, the Japanese QZSS and the Indian IRNSS,
- the development of new regional augmentation systems
- other exciting worldwide activities in the field of GNSS maritime, aviation and land applications,
- service creation as well as legal questions,
- GMES and the
- Public Regulated Service.

**Interested in business opportunities created by Galileo?**

**Considering a business location in Europe?**

The State of Bavaria cordially invites you to meet with industry experts to learn about the advantages of investing in Bavaria. For more information about the Summit or to arrange a one-on-one meeting with industry or location experts please contact me (see above). We look forward to welcoming you to Bavaria!

Best regards,

*Jan Danisman*  
Director

2/3/2012

sent to 28 contacts

Denise Schweigerer

**From:** Bavarian US Offices for Economic Development, LLC [assistant@bavaria.org]  
**Sent:** Friday, February 03, 2012 9:41 AM  
**To:** assistant@bavaria.org  
**Subject:** NAB 2012 - Introducing Germany's Top Media Location

**NAB 2012 - Introducing Germany's Top Media Location**

Dear Ms. Schweigerer:

The German State of Bavaria, with capital city Munich, is the No. 1 media center in Germany and one of the top media locations in Europe. Bavaria offers strong market potential for U.S. Media, Entertainment and IT companies.

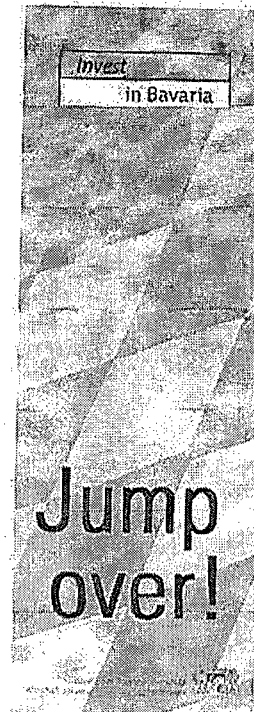
If you are considering business expansion to Germany, it would be our pleasure to introduce you to Bavaria's strategic advantages during the NABSHOW 2012 in Las Vegas and to our cost-free support. We can help you with:

- Site selection assistance and location visits
- Information about financing, incentives, staffing, costs, taxes and regulations
- Details on how to set up a business in Bavaria
- Contacts to media industry associations, business partners and networks

We would like to invite you to visit us at the Bavarian Pavilion (booth# C8843) to learn more about Business Location Bavaria and the advantages for your company, to find business partners in Bavaria and to meet with participating Bavarian companies. We thank you for your consideration and look forward to meeting you at the NAB!

Best regards,

Jan Danisman  
Director



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New York, NY 10022  
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Sent on 3/1/2012

Jasmin Wanner

to 80 contacts

**From:** Jasmin Wanner [assistant@bavaria.org]  
**Sent:** Thursday, March 01, 2012 11:33 AM  
**To:** Prof. Dr. Klaus W. Beyenbach  
**Subject:** Invitation to Global Expansion event by NJTC

Dear Prof. Dr. Beyenbach,

If Cornell University are considering breaking into the global market, it would be our pleasure to invite you to the event "Life Science Companies Doing Business Globally" presented by our partner New Jersey Technology Council on March 9, 2012. This event will discuss all key considerations when engaging in new markets and introducing products abroad such as contracting foreign advisors, agents and representatives to assist in these development activities and much more...

**"Life Science Companies Doing Business Globally"**  
Presentations from Foreign Trade Offices

**Date:** 8:30 - 11:30am Friday, March 9, 2012  
**Location:** Novartis Pharmaceuticals Corporation  
One Health Plaza  
East Hanover, NJ 07936

For registration and more information visit [NJTC presents: Doing Business Globally](#)

We would like to invite you to visit "Life Science Companies Doing Business Globally" as our guest to learn more about our cost-free expansion services and the advantages for your company. We are the representative office of the German State of Bavaria's Ministry for Economic Affairs and provide assistance to American companies considering expansion to Germany.

We look forward to meeting you next week!

Best regards,

Wolfgang Huebschle  
Executive Director

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3/7/2012 sent to 439 contacts

## Denise Schweigerer

**From:** Bavarian U.S. Offices for Economic Development, LLC [newyork@bavaria.org]  
**Sent:** Tuesday, March 06, 2012 4:37 PM  
**To:** newyork@bavaria.org  
**Subject:** Test Message - Bavaria Newsletter 1/2 2012

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Dear Apt. 12,

We invite you to read Invest in Bavaria's newsletter "Business Bavaria", Issue 1/2 2012, highlighting investment, business and technology news in the German State of Bavaria.



to receive and share further news and information about opportunities in Bavaria, the Bavarian U.S. Offices for Economic Development, LLC and its current activities.

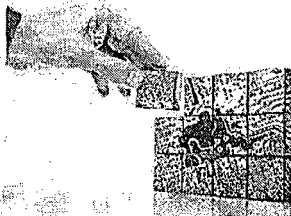
Very truly yours,

**Wolfgang Huebschle**  
Executive Director

**Jan Danisman**  
Director

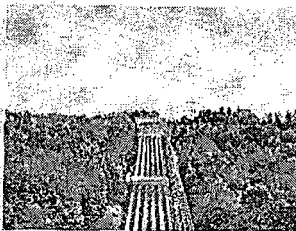
**BUSINESS BAVARIA**

**ISSUE 1/2 | 2012**



### EMBEDDED COMMUNITY MEETS IN FRANCONIA

This year, the world's biggest embedded systems trade fair is again expected to attract approximately 20,000 professionals from all over the world to Nuremberg. From 28 February to 1 March 2012, more than 800 exhibitors will present their technical innovations. [Read more...](#)



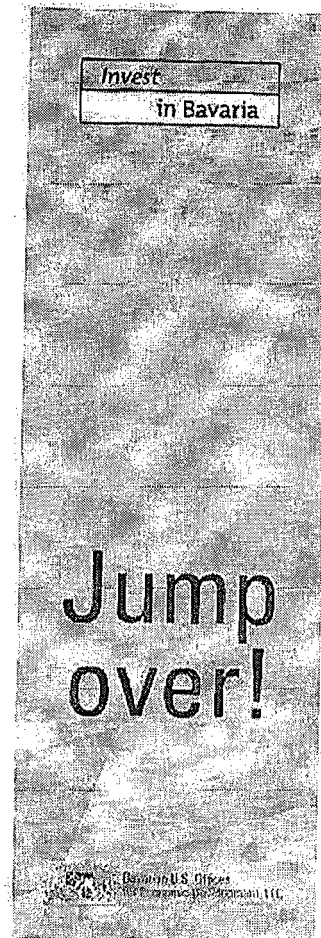
### SMART GRID CITY – THE POWER NETWORK OF THE FUTURE

Bavaria is driving the transformation in energy policy with investments in renewable energy. As part of the 'Aufbruch Bayern' future initiative, the 'Smart Grid City' model project has been set up in the Upper-Franconian towns of Hof and the neighboring Arzberg. [Read more...](#)



### 5 MINUTES WITH... WOLFGANG JESS, CEO OF JOSEF WITT GMBH

The Josef Witt group is among the leading fashion mail-order companies in the future



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<http://www.bavaria.org>



market, targeting the '50 plus clients' in Europe. It is a company with quite a history: In over 100 years, the one-man operation has developed into an international company with approximately 2,400 employees.

[Read more...](#)



#### **IN FOCUS: EMBEDDED SYSTEMS, AUTOMOTIVE**

**THE CAR THAT THINKS FOR ITSELF -** Embedded Systems have led to major innovations in automobile manufacturing. The Free State is considered the cradle of recent market developments - not least due to its strong economy. [Read more...](#)



#### **BAVARIA IN YOUR BRIEFCASE: CARNIVAL - BAVARIA'S COLOURFUL CUSTOMS**

Fasching, Fasnacht, Fasnacht, Foosenoocht - there are numerous variations of the term carnival and many regional traditions within the Free State. [Read more...](#)



#### **FAIRS AND EVENTS...**

...in Munich  
...in Nuremberg  
...by and with Invest in Bavaria

[Read more...](#)

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Jasmin Wanner

on 3/14/2012

**From:** Bavarian US Offices for Economic Development, LLC [jdanisman@bavaria.org]  
**Sent:** Monday, March 19, 2012 5:01 PM  
**To:** assistant@bavaria.org  
**Subject:** Test Message - BIO Convention 2012 - Introducing Germany's Top Biotech Location

**BIO Convention 2012 -  
Introducing Germany's Top Biotech Location**

Dear Apt. 12:

The German State of Bavaria, with capital city Munich, is Germany's leading Biotech and venture capital location. If ACME Co. is considering establishing a presence in continental Europe, we invite you to consider Bavaria - a major European Life Sciences hub. It would be our pleasure to introduce you to Bavaria's strategic advantages during the **BIO Convention 2012 in Boston** and to our cost-free support. We can help you with:

- Site selection assistance and location visits
- Information about financing, incentives, staffing, costs, taxes and regulations
- Details on how to set up a business in Bavaria
- Contacts to biotech industry associations, business partners and networks

We would like to invite you to visit us at our **booth (# 0723)** to learn more about Business Location Bavaria and the advantages for your company, to find business partners in Bavaria and to meet with participating Bavarian companies. We thank you for your consideration and look forward to meeting you at the **BIO Convention 2012!**

Best regards,

Jan Danisman  
Director



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560 Lexington Avenue,  
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jdanisman@bavaria.org  
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Jasmin Wanner

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**From:** Bavarian US Offices for Economic Development, LLC [jdanisman@bavaria.org]  
**Sent:** Monday, March 19, 2012 2:42 PM  
**To:** assistant@bavaria.org  
**Subject:** Test Message - MassBio Annual Meeting 2012 - Business Expansion to Bavaria, Germany - Cost Free Assistance

**Informational Meeting at MassBio Annual Meeting 2012**  
Business Expansion to Bavaria, Germany - Cost Free Assistance

Dear Apt. 12:

The German State of Bavaria, with capital city Munich, is Germany's leading Biotech and venture capital location. If ACME Co. is considering establishing a presence in continental Europe, we invite you to consider Bavaria - a major European Life Sciences hub. It would be our pleasure to introduce you to Bavaria's strategic advantages during **MassBio Annual Meeting 2012** in Boston and to our cost-free support.

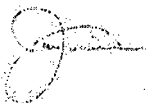
We can help you with:

- Site selection assistance and location visits
- Information about financing, incentives, staffing, costs, taxes and regulations
- Details on how to set up a business in Bavaria
- Contacts to biotech industry associations, business partners and networks

We are members of the MassBio and will be attending the upcoming annual meeting. We invite you to contact us for more information or to set up a time to talk: jdanisman@bavaria.org or (212) 317-0588.

Thank you for considering Bavaria and look forward to talking with you.

Best regards,



Jan Danisman  
Director



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Jasmin Wanner

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on 04/05/2012

From: Bavarian U.S. Offices for Economic Development, LLC [invest@bavaria.org]

Sent: Wednesday, April 04, 2012 5:42 PM

To: assistant@bavaria.org

Subject: Test Message - BIO-IT World 2012 - Introducing Germany's Top Biotech Location

**BIO-IT World - Introducing Germany's Top Biotech Location**

Dear Apt. 12:

The German State of Bavaria, with capital city Munich, is Germany's leading Biotech and IT location. If ACME Co. is considering establishing a presence in continental Europe, we invite you to consider Bavaria – a major European life sciences hub.

Successful American companies like Pfizer, Amgen and biogen idec are already profiting from outstanding opportunities in Bavaria. It would be our pleasure to introduce you to Bavaria's strategic advantages during BIO-IT World on April 24-26 in Boston.

Our cost-free support includes:

- Site selection assistance and location visits
- Information about financing, incentives, staffing, costs, taxes and regulations
- Details on how to set up a business in Bavaria
- Contacts to Biotech and IT industry associations, business partners and networks

As the representative office of the German state of Bavaria's Ministry for Economic Affairs we invite you to contact us for more information or to set up a time to talk: jdanisman@bavaria.org or (212)317-0588

Thank you for considering Bavaria and we look forward to hearing from you.

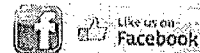
Best regards,

Jan Danisman  
Director



**Bavarian U.S. Offices  
for Economic Development,  
LLC**  
560 Lexington Avenue,  
17th Floor  
New York, NY 10022  
(212) 317-0588

invest@bavaria.org  
www.bavaria.org



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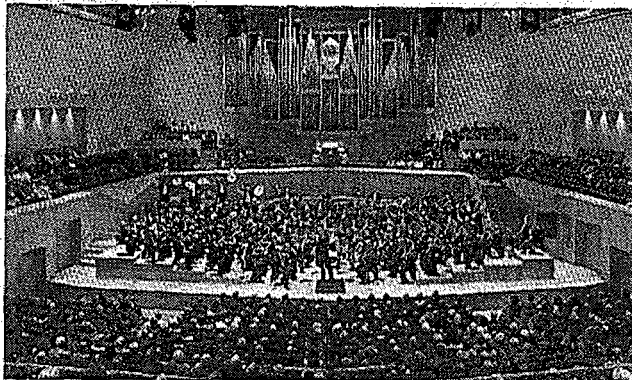
### - World Trade Week NYC 2012 - Bavarian Reception & Bamberg Symphony Orchestra

Dear Ms. Biancaniello:

On the occasion of the Bamberg Symphony Orchestra's guest performance at the Tilles Center for the Performing Arts in Long Island please join us at a reception prior to the concert to learn about Bavaria, Germany's premier high tech location.  
Meet and mingle with the musicians and network while tasting authentic German refreshments.

Following our reception we invite you to be our guest at the orchestra's performance at the Tilles Center.

Space limited. Invitation only. RSVP required: [newyork@bavaria.org](mailto:newyork@bavaria.org)



Copyright: Peter Eberts

Tilles Center for the Performing Arts, 720 Northern Boulevard  
Long Island, Brookville, NY 11548

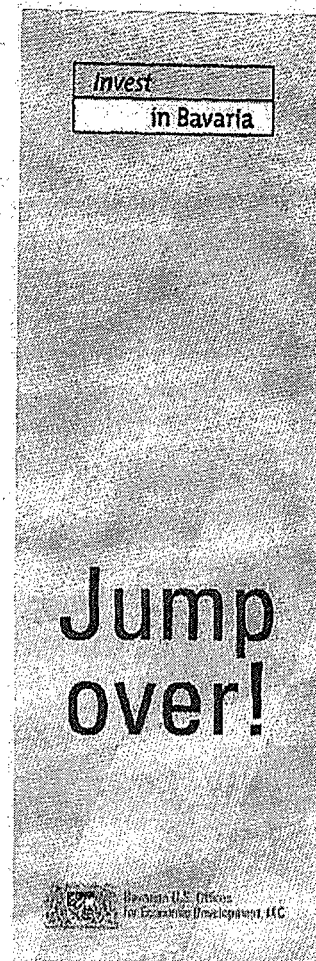
Saturday, May 19th, 2012

6:00 pm – 7:45 pm: Networking and Refreshments  
8:00 pm – 10:00 pm: Concert

Best regards,

Wolfgang Huebschle

Jan Danisman



Bavarian U.S. Offices  
for Economic Development, LLC

560 Lexington Avenue, 17th Floor  
New York, NY 10022  
(212) 317-0588

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Dear Apt. 12,

We invite you to read Invest in Bavaria's newsletter "Business Bavaria", issue 07/08 | 2012, highlighting investment, business and technology news in the German State of Bavaria.



to receive and share further news and information about opportunities in Bavaria, the Bavarian U.S. Offices for Economic Development, LLC and its current activities.

Very truly yours,

Wolfgang Huebschle  
Executive Director

Jan Danisman  
Director

## BUSINESS BAVARIA

ISSUE 07/08 | 2012



### CONGRESS ON THE CLUSTER INITIATIVE - SUCCESS PROJECT WITH A FUTURE

It has already been confirmed that the Bavarian cluster initiative vitalizes the Bavarian economy. In the context of a cluster congress, Germany's Federal State with the strongest economy will now define new goals and continue the success story. [Read more...](#)



### Fraunhofer

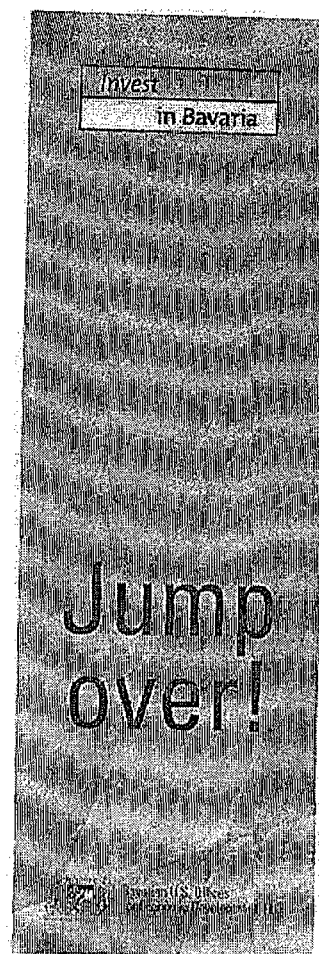
#### NEW FRAUNHOFER CENTER BOOSTS BAVARIA'S ENERGY RESEARCH

Bavaria invests 20 million Euros in the integration of the ATZ development center with the Fraunhofer Society to advance research focusing on the turn in energy policy. Under the name of UMSICHT-ATZ, the facility, founded in the Upper-Palatinate town of Sulzbach Rosenberg in 1990, becomes part of the Fraunhofer Institute UMSICHT in Oberhausen. [Read more...](#)



#### 5 MINUTES WITH ... DR. MANFRED STEFENER, FOUNDER OF THE SMART FUEL CELL AG (SFC) IN BRUNNTHAL AND OF ELCOMAX GMBH IN MUNICH.

Every year, the European Patent Office, headquartered in Munich, distinguishes the world's best inventors. When this year's winners were announced in June, a versatile entrepreneur from Bavaria was among the laureates: Dr. Manfred Stefener received the award for the first portable fuel cell in the category 'Small and



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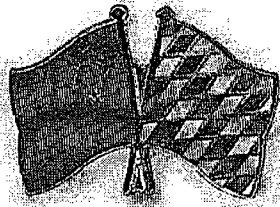
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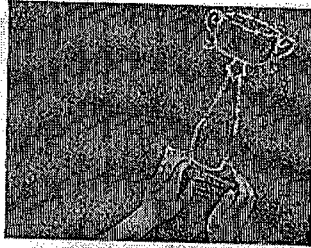
Medium-sized Companies'. [Read more...](#)



**NUMBER OF THE MONTH:  
€ 7.1 BILLION**

This is the trade volume between Bavaria and China in the first quarter of 2012. For the first time, the Middle Kingdom has now become the most important trade partner of the Free State. The extent of trade between China and Bavaria today even exceeds the trade volume between the Free State and

Austria, its direct neighbor. [Read more...](#)



**IN FOCUS: LEADING EDGE CLUSTERS  
- THE APPROPRIATE NETWORK FOR  
THE RIGHT LOCATION**

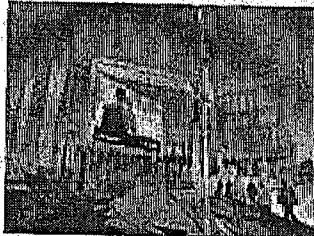
The three leading edge clusters of the Bavaria have led the way: Scientific Innovation and economic know-how result in economic success, many new jobs and fresh perspectives. The success of the M-A-I Carbon, m4 and Medical Valley EMN clusters demonstrates how important

networking really is in practice, and which role the site conditions offered by the Free State play. [Read more...](#)



**BAVARIA IN YOUR BRIEFCASE:  
BAVARIA CELEBRATES 200 YEARS OF  
BEER GARDENS**

Imposing chestnut trees rise up into the blue sky providing shadow for beer benches and long tables. Birds are singing, people laughing, and the clanking of beer jugs overflowing with chilled beer fills the air: A summer scenery to be witnessed in thousands of Bavaria's beer gardens for over 200 years now, this is how long beer gardens - both highly popular and well-known all over the world - have been around. [Read more...](#)



**FAIRS AND EVENTS...**

...in Munich  
...in Nuremberg  
...by and with Invest in Bavaria  
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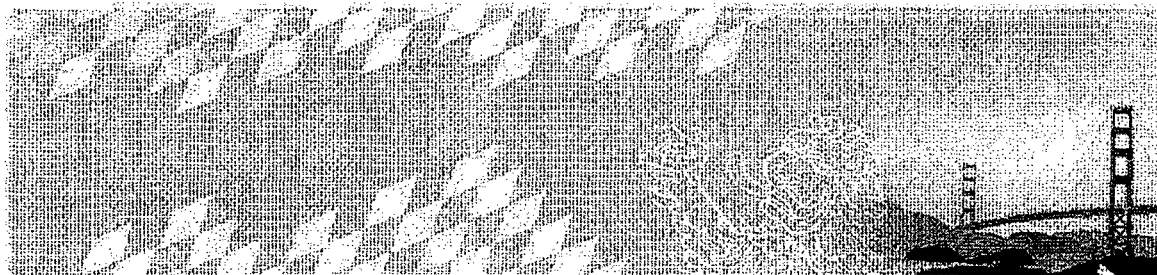
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**January 2012 – June (30<sup>th</sup>) 2012**

1.	01/09/2012	Invitation_ Business Breakfast and Networking (email)
2.	01/19/2012	Invitation_ Business Breakfast and Networking Reminder 1 (email)
3.	01/25/2012	Invitation_ Business Breakfast and Networking Reminder 2 (email)
4.	02/06/2012	Follow-up Business Breakfast and Networking (email)
5.	02/08/2012	Follow-up Photonics West 2012 (email)
6.	02/17/2012	Newsletter Mailing Jan Feb 2012 (email)
7.	02/22/2012	Follow-up MD&M West 2012 in Anaheim (email)
8.	02/22/2012	B-contact Follow-up MD&M West 2012 in Anaheim (email)
9.	02/25/2012	A-contact Follow-up MD&M West 2012 in Anaheim 1 (email)
10.	02/28/2012	A-contact Follow-up MD&M West 2012 in Anaheim 2 (email)
11.	03/02/2012	Invitation_ International Trade and Market Entry into Europe (email)
12.	03/12/2012	Reminder Invitation_ International Trade and Market Entry into Europe (email)
13.	03/12/2012	A-contact Follow-up RSA Conference 2012 in San Francisco (email)
14.	03/22/2012	Newsletter Mailing March 2012 (email)
15.	03/27/2012	Follow-up International Trade and Market Entry into Europe (email)
16.	04/17/2012	Newsletter Mailing April 2012 (email)
17.	04/19/2012	B-contact Follow-up ESC Silicon Valley 2012 in San Jose (email)
18.	04/26/2012	Invitation_ Electric Vehicles in Los Angeles - From Innovation to Adoption (email)
19.	05/01/2012	Invitation_ Electric Vehicles in Los Angeles - From Innovation to Adoption Reminder (email)
20.	05/16/2012	Newsletter Mailing May 2012 (email)
21.	05/29/2012	A-contact Follow-up TieCon 2012 in Santa Clara (email)
22.	06/14/2012	Meet us at Bio 2012 in Boston (email)
23.	06/15/2012	Newsletter Mailing June 2012 (email)
24.		Your Service Package for 70.550 km <sup>2</sup> of Investment Opportunities (brochure)
25.		70.550 km <sup>2</sup> of Opportunities (brochure)
26.		Munich_ Because (brochure)
27.		10 Reasons for Bavaria (brochure)
28.		Bavaria Energy of the future (brochure)
29.		Healthcare in Bavaria (brochure)
30.		IT is our World (brochure)
31.		Media Guide Bavaria (brochure)

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***Bavarian U.S. Offices for Economic Development, LLC  
West Coast Division***

**January 9, 2012**

**Invitation: Business Breakfast and Networking**

Dear friends and colleagues,

The Bavarian U.S. Office for Economic Development, LLC (West Coast Division) cordially invites you to attend our traditional

***Business Breakfast and Networking***

on the occasion of Photonics West 2012

**When:**

Thursday, January 26th, 2012  
from 08.00 AM - 10.00 AM

**Agenda:**

08.00 AM - 08.30 AM	Breakfast and Networking
08.30 AM - 09.45 AM	Program
09.45 AM - 10.00 AM	Discussion and Networking

**Location:**

**The W Hotel**  
181 3rd Street, San Francisco, 94103  
(Right next to the Moscone Center)  
Workroom 3

There is no fee for the breakfast but RSVP is required!

Email: [sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)

Phone: 415-362-1001

For more details on our program please [click here](#)

Supported by:



Your Bavarian U.S. Offices Team

***Bavarian U.S. Offices for Economic Development, LLC***  
***West Coast Division***

388 Market Street, Suite 1050  
San Francisco, California 94111  
Phone: +1 (415) 362-1001  
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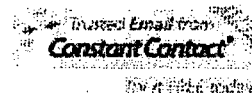


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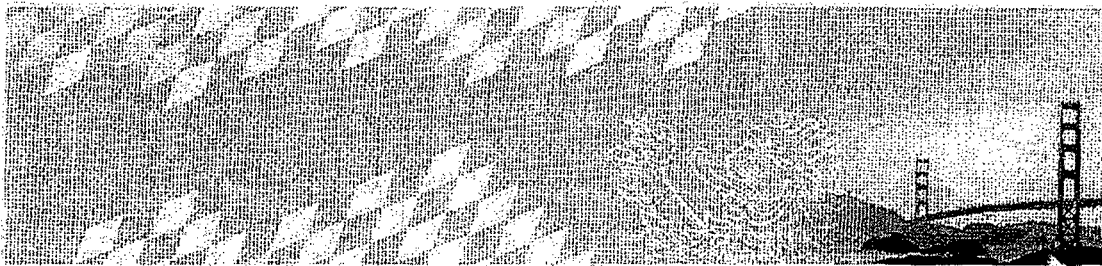
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**January 19, 2012**

## Invitation: Business Breakfast and Networking

Dear friends and colleagues,

The Bavarian U.S. Office for Economic Development, LLC (West Coast Division) cordially invites you to attend our traditional

### ***Business Breakfast and Networking***

on the occasion of Photonics West 2012

**When:**

Thursday, January 26th, 2012  
from 08.00 AM - 10.00 AM

### Agenda:

08.00 AM - 08.30 AM	Breakfast and Networking
08.30 AM - 09.45 AM	Program
09.45 AM - 10.00 AM	Discussion and Networking

**Location:**

**The W Hotel**  
181 3rd Street, San Francisco, 94103  
(Right next to the Moscone Center)  
Industry room

There is no fee for the breakfast but RSVP is required!

Email: [sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)

Phone: 415-362-1001

For more details on our program please [click here](#)

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***Bavarian U.S. Offices for Economic Development, LLC***

***West Coast Division***

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San Francisco, California 94111

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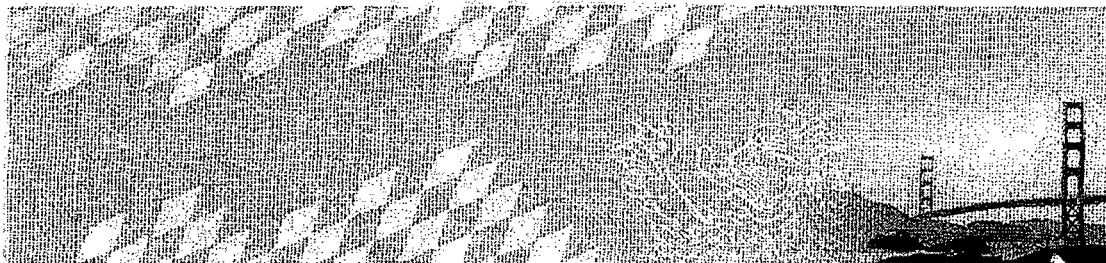
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**Bavarian U.S. Offices for Economic Development, LLC**  
**West Coast Division**

**January 25, 2012**

**Invitation: Business Breakfast and Networking**

Dear friends and colleagues,

The Bavarian U.S. Office for Economic Development, LLC (West Coast Division) cordially invites you to attend our traditional

***Business Breakfast and Networking***

on the occasion of Photonics West 2012

**When:**

Thursday, January 26th, 2012  
from 08.00 AM - 10.00 AM

**Agenda:**

08.00 AM - 08.30 AM	Breakfast and Networking
08.30 AM - 09.45 AM	Program
09.45 AM - 10.00 AM	Discussion and Networking

**Location:**

**The W Hotel**  
181 3rd Street, San Francisco, 94103  
(Right next to the Moscone Center)  
Industry room

There is no fee for the breakfast but RSVP is required!

Email: [sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)

Phone: 415-362-1001

For more details on our program please [click here](#)

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West Coast Division***

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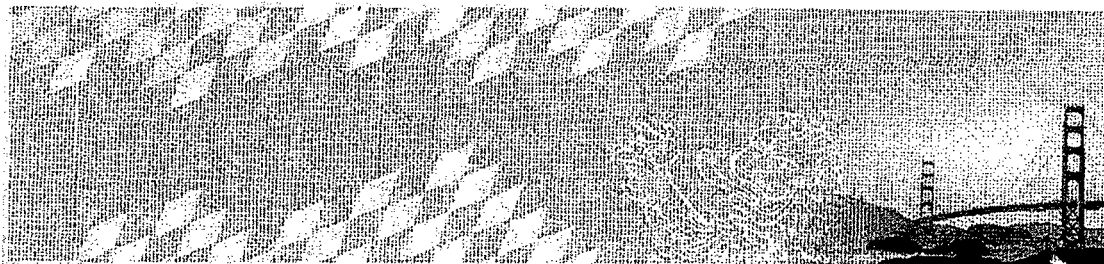
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**Bavarian U.S. Offices  
for Economic Development, LLC  
West Coast Division**

**February 6, 2012**

**Photonics West 2012  
Business Breakfast and Networking**

Dear Attendee:

We would like to thank you for attending our "Business Breakfast and Networking" event on Thursday, January 26. For your convenience, we have made the presentations available for download. Please [click here](#).

The German State of Bavaria is one of the most successful business locations in Europe and provides a strong network for the Photonics industry. With over 450 companies in the field of optical technology, Bavaria is the number one location in Germany in this industry. For company profiles, please [click here](#).

The Bavarian office in San Francisco is your partner for international business development and location search. We offer information on the market environment, assistance in finding a business location and are happy to establish contacts with key partners. As a government office all our services are free of charge and without any obligation. To find out more please visit our website: <http://www.bavaria-westcoast.com>.

We invite you to [sign up](#) for our monthly newsletter. It provides you with information and news about Bavaria's economy and business sectors and news on scientific research.

Please feel free to contact us with any questions or concerns.

Sincerely

Your Bavarian U.S. Offices Team

**Bavarian U.S. Offices for Economic Development, LLC**

**West Coast Division**

388 Market Street, Suite 1050

San Francisco, California 94111

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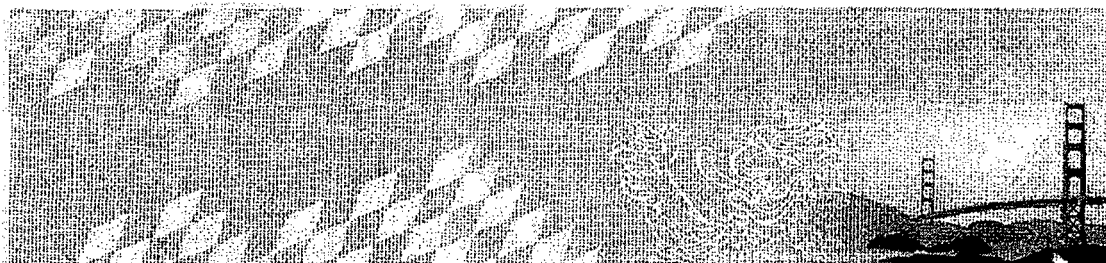
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**Bavarian U.S. Offices  
for Economic Development, LLC  
West Coast Division**

**February 8, 2012**

**Photonics West 2012  
Moscone Center, San Francisco, CA**

Dear Exhibitor:

It was a pleasure meeting you at Photonics West 2012 in San Francisco and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

The German State of Bavaria is one of the most successful business locations in Europe and provides a strong network for the Photonics Industry:

460 companies in the optical industry as well as 8 research institutes in photonics are located in Bavaria. With about 23 Percent of Germany's production volume in optical technologies Bavaria is the number one location for this industry in Germany. For company profiles, please [click here](#).

The Bavarian office in San Francisco is your partner for international business development and location search. We offer specific information on the market environment, assistance in finding a business location and are happy to establish contacts with key partners and networks. As a government office all our services are free of charge and without any obligation. To find out more please visit our website: <http://www.bavaria-westcoast.com>.

We invite you to sign up for our monthly newsletter. It provides you with information and news about Bavaria's economy and business sectors and news on scientific research.

Please feel free to contact us with any questions or concerns.

Sincerely

Your Bavarian U.S. Offices Team

***Bavarian U.S. Offices for Economic Development, LLC***

***West Coast Division***

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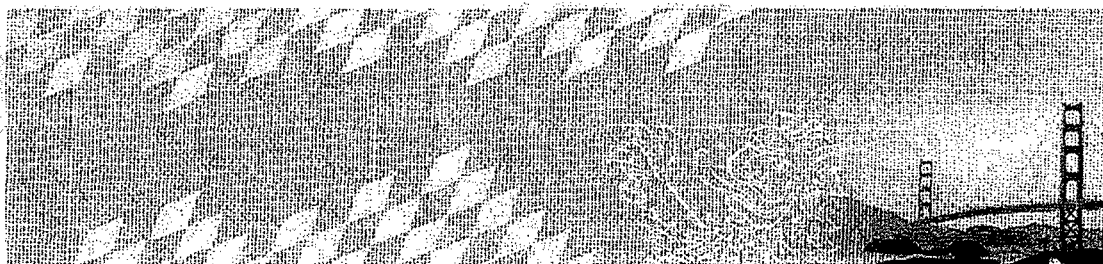
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**Bavarian U.S. Offices  
for Economic Development, LLC  
West Coast Division**

**February 17, 2012**

**Newsletter January / February 2012**

Dear friends and colleagues,

our most recent newsletter

**"Business Bavaria"**

is now available for [download](#) on our homepage.

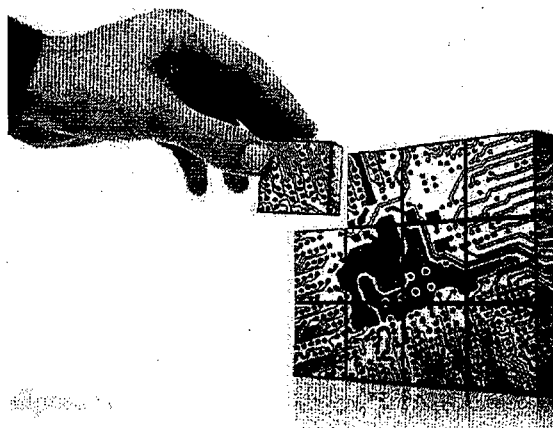
**What's inside:**

- **Embedded Community Meets in Franconia**

"This year, the world's biggest embedded systems trade fair is again expected to attract approximately 20,000 professionals from all over the world to Nuremberg: From 28 February to 1 March 2012, more than 800 exhibitors will present their technical innovations at the 10th "Embedded World Exhibitions & Conference"."

[Read more...](#)





- 5 Minutes with... | Wolfgang Jess, Managing Director of Josef Witt GmbH

The Josef Witt group is among the leading fashion mail-order companies in the future market, targeting the '50 plus clients' in Europe. It is a company with quite a history: In over a hundred years, the one-man operation has developed into an international company with approximately 2,400 employees..

[Read more...](#)

- In Focus: Embedded Systems | Automotive - The Car That Thinks For Itself

Embedded Systems have led to major innovations in automobile manufacturing. The Free State is considered the cradle of recent market developments - not least due to its strong economy.

[Read more...](#)



- Bavaria in your Briefcase: Carnival - Bavaria's Colorful Costumes

Fasching, Fasenet, Foscheng, Foosenoocht - there are numerous variations of the term carnival and many regional traditions within the Free State.

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- Fairs and Events

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If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Facebook and Twitter.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

**Bavarian U.S. Offices for Economic Development, LLC**  
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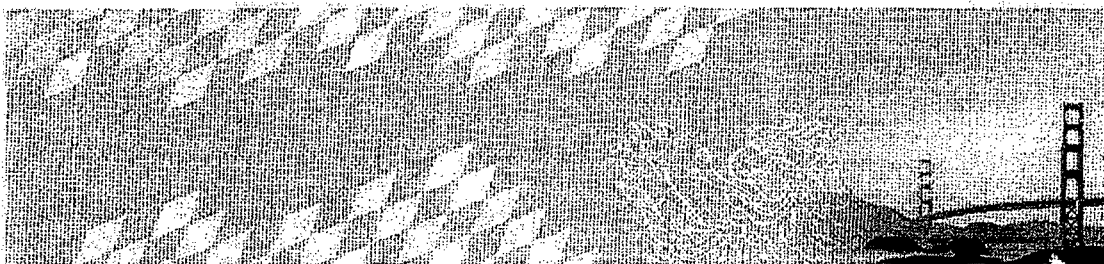
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**Bavarian U.S. Offices  
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West Coast Division**

**February 22, 2012**

**MD&M West 2012  
Anaheim Convention Center, Anaheim, CA**

Dear exhibitor:

It was a pleasure to meet you at MD&M West 2012 in Anaheim and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

Bavaria is one of the most successful states in attracting and developing medical device companies: 139 medical device manufacturers such as Siemens, Baxter, Fresenius Medical Care, GlaxoSmithKline, BrainLab, Roche and General Electric with its European research center are based in Bavaria.

For more information about Healthcare in Bavaria please [click here](#).  
To read more about Europe's Regulatory Process for Medical Devices [click here](#).

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We invite you to sign up for our monthly newsletter. It provides you with information and news about Bavaria's economy and business sectors and news on scientific research.

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Sincerely

Your Bavarian U.S. Offices Team

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**West Coast Division**

388 Market Street, Suite 1050

San Francisco, California 94111

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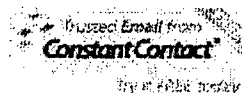
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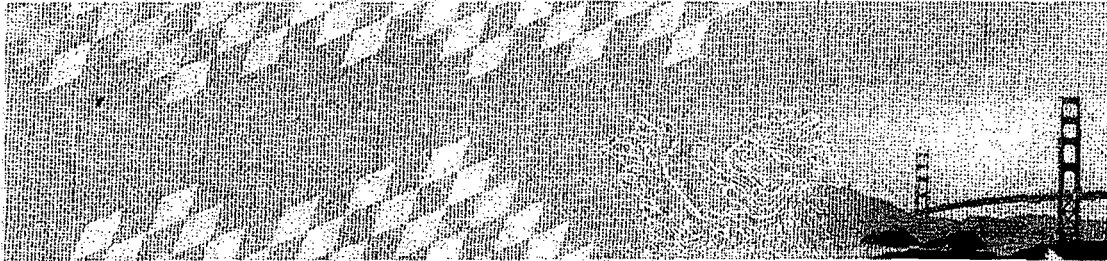
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**Bavarian U.S. Offices  
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West Coast Division**

February 22, 2012

**MD&M West 2012  
Anaheim Convention Center, Anaheim, CA**

Dear Mr. Lin:

It was a pleasure to meet you at MD&M West 2012 in Anaheim and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

Bavaria is one of the most successful states in attracting and developing medical device companies: 139 medical device manufacturers such as Siemens, Baxter, Fresenius Medical Care, GlaxoSmithKline, BrainLab, Roche and General Electric with its European research center are based in Bavaria.

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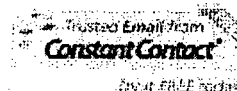
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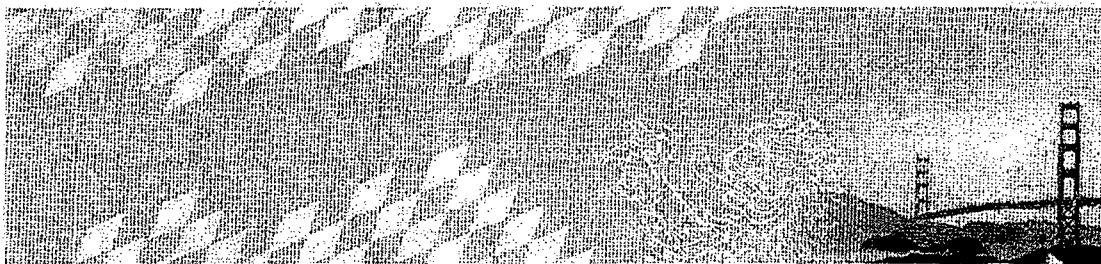


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**Bavarian U.S. Offices  
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**February 24, 2012**

**MD&M West 2012  
Anaheim Convention Center, Anaheim, CA**

Dear Mr. McGlasson:

it was a pleasure to meet you at MD&M West 2012 in Anaheim and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

You mentioned that Entrocomponent Solutions LLC is planning to expand its business to Europe and we would like to take the opportunity to introduce the State of Bavaria as an business location for you.

Bavaria is one of the most successful states in attracting and developing medical device companies: 139 medical device manufacturers such as Siemens, Baxter, Fresenius Medical Care, GlaxoSmithKline, BrainLab, Roche and General Electric with its European research center are based in Bavaria.

For more information about Healthcare in Bavaria please [click here](#).  
To read more about Europe's Regulatory Process for Medical Devices [click here](#).

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Sincerely

Your Bavarian U.S. Offices Team

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**West Coast Division**

388 Market Street, Suite 1050

San Francisco, California 94111

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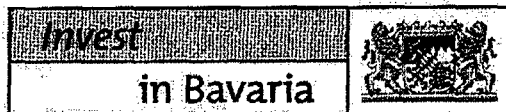
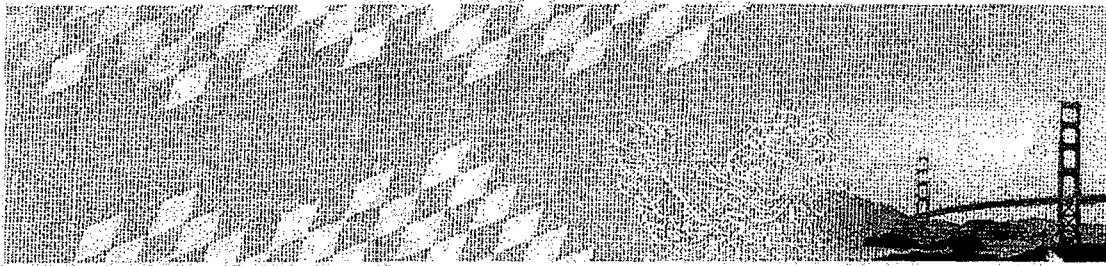
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**Bavarian U.S. Offices  
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West Coast Division**

**February 28, 2012**

**MD&M West 2012  
Anaheim Convention Center, Anaheim, CA**

Dear Mr. Dickson:

It was a pleasure to meet you at MD&M West 2012 in Anaheim and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

You mentioned that Luminous Device Technologies Inc. is planning to expand its business to Europe and we would like to take the opportunity to introduce the German State of Bavaria as a business location for you.

Bavaria is one of the most successful states in attracting and developing medical device companies: 139 medical device manufacturers such as Siemens, Baxter, Fresenius Medical Care, GlaxoSmithKline, BrainLab, Roche and General Electric with its European research center are based in Bavaria.

For more information about Healthcare in Bavaria please [click here](#).  
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Sincerely

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**West Coast Division**

388 Market Street, Suite 1050

San Francisco, California 94111

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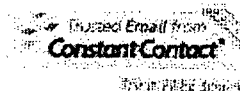
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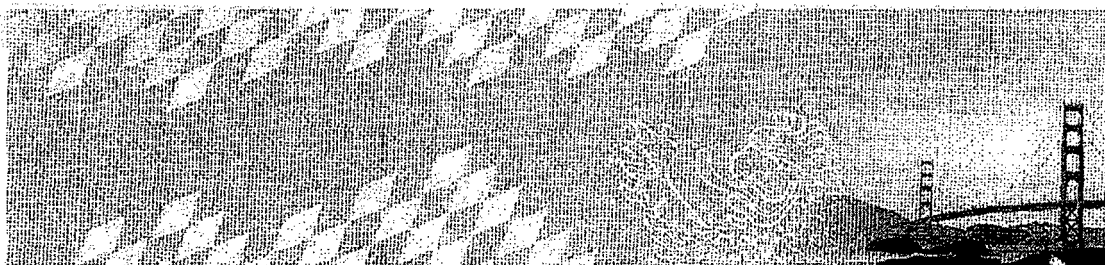
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**Bavarian U.S. Offices for Economic Development, LLC**  
**West Coast Division**

**March 2, 2012**

**Invitation: International Trade and Market Entry into Europe**

Dear friends and colleagues,

In close cooperation with GABA Southern California and supported by BridgehouseLaw and BridgehouseTax, the Bavarian U.S. Offices for Economic Development, LLC offer an excellent opportunity to learn more about international trade and how to easily access European markets through Germany.

In addition, this event offers an optional tour behind the scenes of Los Angeles International Airport (LAX).

**When:**

Monday, March 19th, 2012

from 3:15 PM - 8:00 PM

**Schedule:**

03:15 PM	Registration, browse museum
04:00 PM	LAX behind the scenes bus tour departs

05:00 PM	Return to museum and networking
05:45 PM	Presentations and panel discussion
07:15 PM	Networking
08:00 PM	End of event

For more information [click here!](#)

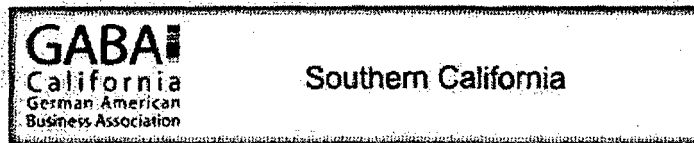
**Location:**

**Los Angeles International Airport (LAX)**  
**Flight Path Museum**  
Historic Imperial Terminal at South Side of the Airport  
6661 W. Imperial Highway, Los Angeles, CA 90045

**There is a very limited number of free VIP tickets for guests of the Bavarian U.S. Offices for Economic Development, LLC available. For VIP registration please contact:**

**Phone: +1.415.362.1001**

**Email: [sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)**



Your Bavarian U.S. Offices Team

***Bavarian U.S. Offices for Economic Development, LLC***

***West Coast Division***

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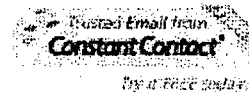


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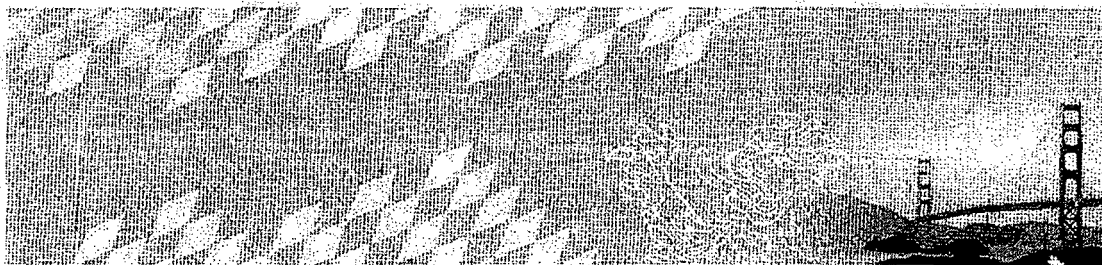
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**Bavarian U.S. Offices for Economic Development, LLC**  
**West Coast Division**

**March 12, 2012**

**Invitation: International Trade and Market Entry into Europe**

Dear friends and colleagues,

In close cooperation with GABA Southern California and supported by BridgehouseLaw and BridgehouseTax, the Bavarian U.S. Offices for Economic Development, LLC offer an excellent opportunity to learn more about international trade and how to easily access European markets through Germany.

In addition, this event offers an optional tour behind the scenes of Los Angeles International Airport (LAX).

**When:**

Monday, March 19th, 2012

from 3:15 PM - 8:00 PM

Please note that you can attend the presentations (starting 05:45 PM)  
and the LAX Tour (starting 03:15 PM) individually.

**Schedule:**

03:15 PM	Registration, browse museum
04:00 PM	LAX behind the scenes bus tour departs
05:00 PM	Return to museum and networking
05:45 PM	Presentations and panel discussion
07:15 PM	Networking
08:00 PM	End of event

For more information [click here!](#)

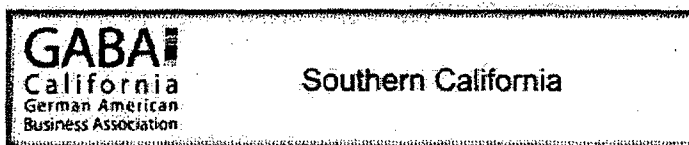
**Location:**

**Los Angeles International Airport (LAX)**  
**Flight Path Museum**  
Historic Imperial Terminal at South Side of the Airport  
6661 W. Imperial Highway, Los Angeles, CA 90045

**There is a very limited number of free VIP tickets for guests of the Bavarian U.S. Offices for Economic Development, LLC available. For VIP registration please contact:**

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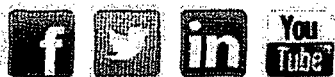
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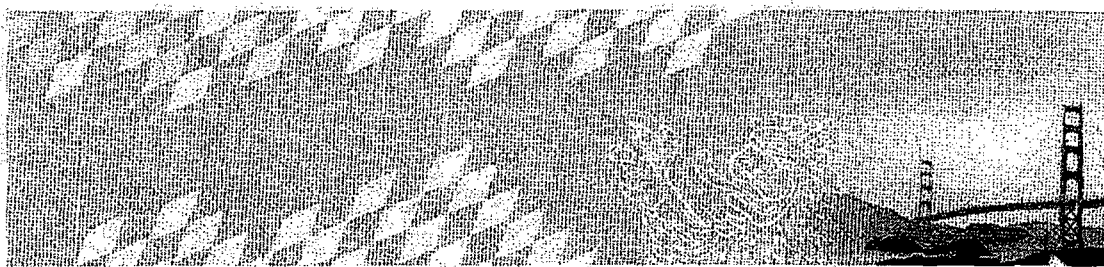
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**Bavarian U.S. Offices  
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**March 12, 2012**

**RSA Conference 2012  
Moscone Center, San Francisco, CA**

Dear Ms. Magee:

It was a pleasure to meet you at RSA Conference 2012 in San Francisco and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

You mentioned that Techguard Security, LLC is interested to expand its business to Europe and we would like to take the opportunity to introduce the German State of Bavaria as a business location for you.

Bavaria has been an engine of IT development and application ever since the birth of the sector. Today, after five decades of growth, the state's IT sector is one of the largest and most diverse in the world.

For more information about IT in Bavaria please [click here](#).

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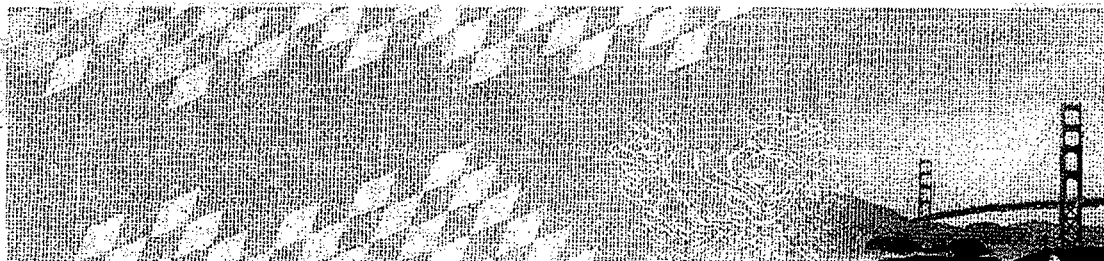
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**Bavarian U.S. Offices  
for Economic Development, LLC  
West Coast Division**

**March 22, 2012**

**Newsletter March 2012**

Dear friends and colleagues,

our most recent newsletter

**"Business Bavaria"**

is now available for [download](#) on our homepage.

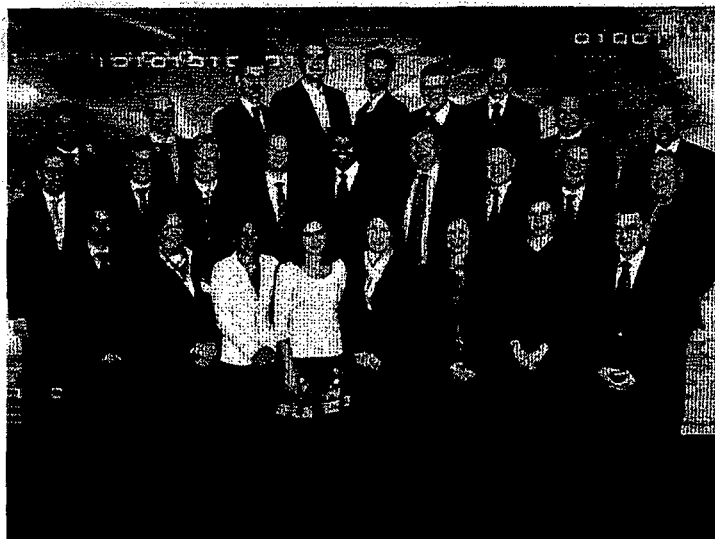
**What's inside:**

- **Bavaria In The World**

"With 23 Bavarian agencies worldwide, the Free State has a denser network of foreign representatives than any other Federal State. The traditional annual meeting of the economic ambassadors was held in Munich in February."

[Read more...](#)





• 5 MINUTES WITH... | Dr. Valentin Kahl, Founder and Managing Director of ibidi GmbH

The Munich-based ibidi GmbH was created to develop and market systems for the simple and cost-effective analysis and diagnostics of live cells. The analytical steps are thereby performed on a micro-slide ( $\mu$ -slide). The company, based at the Innovation Centre Biotechnology Martinsried, has already received several awards, most recently at the end of 2011 with the 'Deloitte Technology Fast 50 Award', where the company was the only business in the life science / biotechnology sector to feature on the list of the fastest growing technology enterprises in Germany.

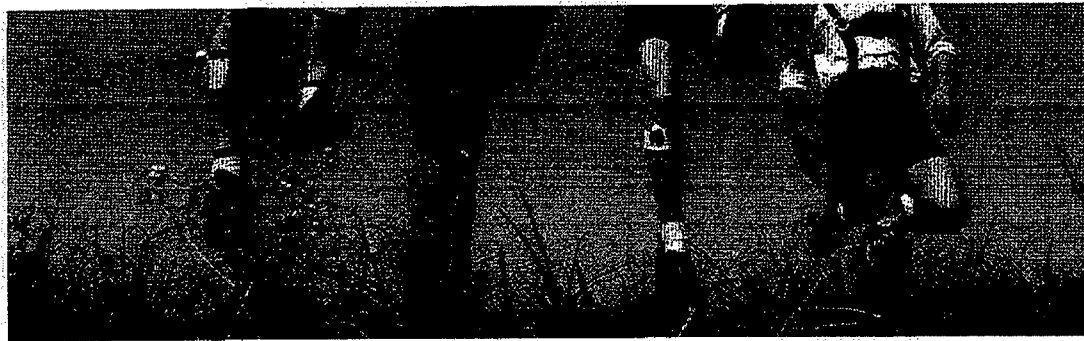
[Read more...](#)



• IN FOCUS | Bavaria's Foreign Representatives - Building Bridges with Vision

They assist in the search for a location, obtain important business contacts and often make investments in Bavaria possible in the first place. With expert assessment and good contacts, 23 Bavarian foreign representatives convince enterprises to set up branches in the Free State. Stereotypes quite often prove to be a locational advantage.

[Read more...](#)



- Bavaria in your Briefcase | Easter in Bavaria - Exemplary Eggs

Festive times of the year are the best occasions to really get to know a country, its people and traditions. During Easter, you can experience the deep links between traditional rural culture and magnificent folk art in many places.

[Read more...](#)



- Fairs and Events

[Read more...](#)

If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Facebook and Twitter.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

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**West Coast Division**

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Phone: +1 (415) 362-1001  
Fax: +1 (415) 362-1030  
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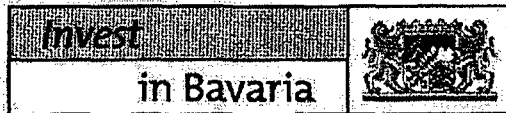
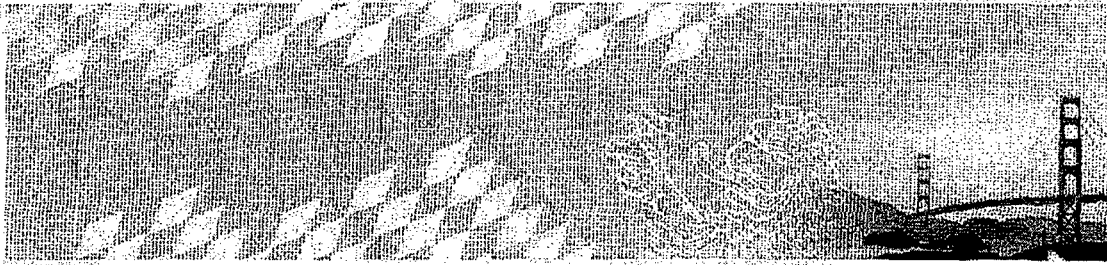
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**Bavarian U.S. Offices  
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**March 27, 2012**

**International Trade and Market Entry into Europe  
Flight Path Museum, Los Angeles, CA**

Dear Attendee:

We would like to thank you for attending "International Trade and Market Entry into Europe" on March 19, 2012. For your convenience, we made all the presentations available for download. Please [click here](#). To take a look at the pictures of the event please like us on Facebook, see link below.

The German State of Bavaria is one of the strongest business locations in Europe and has been a front-runner in Germany in terms of economic growth for many years.

Our office in San Francisco is your partner for international business development and location search. We offer information on the market environment, assistance in finding a business location and are happy to establish contacts with key partners. As a government office all our services are free of charge and without any obligation. To find out more please visit our website: <http://www.bavaria-westcoast.com>.

We invite you to [sign up](#) for our monthly newsletter. It provides you with information and news about Bavaria's economy and business sectors and news on scientific research.

Please feel free to contact us with any questions or concerns.

Sincerely

Your Bavarian U.S. Offices Team

**Bavarian U.S. Offices for Economic Development, LLC**

**West Coast Division**

388 Market Street, Suite 1050

San Francisco, California 94111

Phone: +1 (415) 362-1001

Fax: +1 (415) 362-1030

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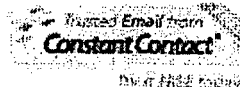


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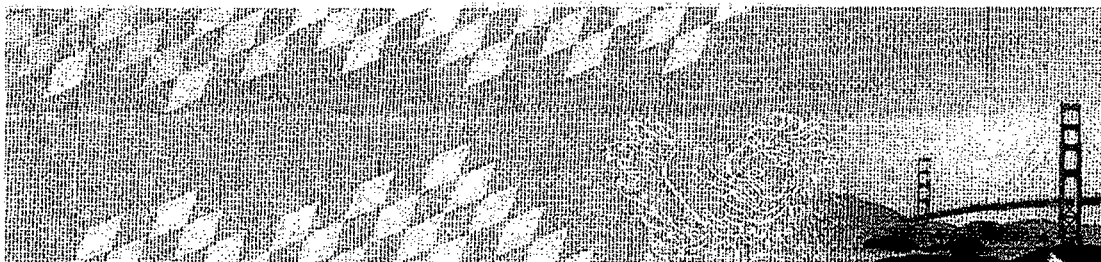
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**Bavarian U.S. Offices  
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West Coast Division**

**April 19, 2012**

**ESC Silicon Valley 2012  
McEnery Convention Center, San Jose, CA**

Dear Matt:

it was a pleasure to meet you at ESC Silicon Valley 2012 in San Jose and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

You mentioned that Touch Revolution is interested to expand its business to Europe and we would like to take the opportunity to introduce the German State of Bavaria as a business location for you.

Bavaria has been an engine of IT development and application ever since the birth of the sector. Today, after five decades of growth, the state's IT sector is one of the largest and most diverse in the world.

For more information about IT in Bavaria please [click here](#).  
To get information about potential distributors please check our [key technologies database](#).

The Bavarian office in San Francisco is your partner for international business development and location search. We offer specific information on the market environment, assistance in finding a business location and are happy to establish contacts with key partners. As a government office all our services are free of charge and without any obligation. To find out more please visit our website: <http://www.bavaria-westcoast.com>.

We invite you to [sign up](#) for our monthly newsletter. It provides you with information and news about Bavaria's economy and business sectors and news on scientific research.

Please feel free to contact us with any questions or concerns.

Sincerely

Your Bavarian U.S. Offices Team

**Bavarian U.S. Offices for Economic Development, LLC**  
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
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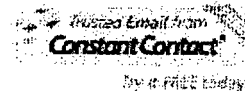


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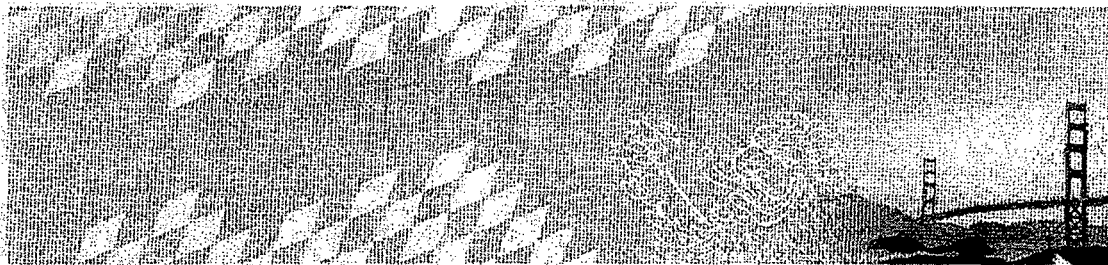
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**Bavarian U.S. Offices  
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**April 17, 2012**

**Newsletter April 2012**

Dear friends and colleagues,

our most recent newsletter

**"Business Bavaria"**

is now available for [download](#) on our homepage.

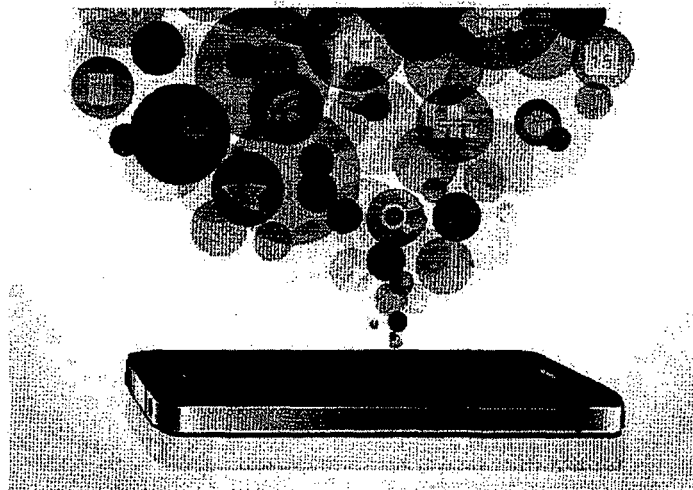
**What's inside:**

- **Hollywood In Your Pocket**

"When the organizers of NAB Show, the world's largest Broadcasting Fair, showcase future concepts of media technology in Las Vegas, Bavarian enterprises naturally will be a part of the event. Bayern International, an initiative of the Bavarian State Government, supports film and media technology companies from the Free State with a joint exhibition booth."

[Read more...](#)





• 5 MINUTES WITH... | Karl Schweisfurth of Herrmannsdorfer Landwerkstätten

"The Herrmannsdorfer Landwerkstätten were founded in 1986 by Karl Ludwig Schweisfurth. Prior to this, the entrepreneur had sold his meat company Herta, built up by himself, for ethical reasons. Instead of mass livestock production, he has since then dedicated himself to organically grown stock farming on a former farm estate in the Upper Bavarian town of Glonn. Driver for the decision was his son Karl, who today manages the organically-oriented enterprise."

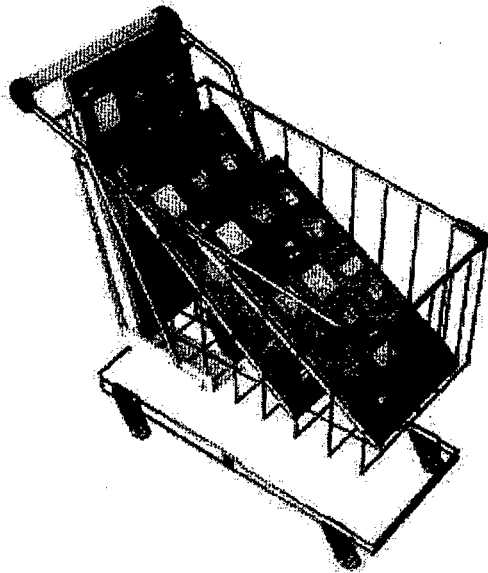
[Read more...](#)



• IN FOCUS | Mobile and Secure Surfing - The Trend Towards Mobile Payment

"Faster, flatter, bigger - with LTE technology, Nano SIM Cards and five-inch displays mobile internet surfing becomes ever more attractive. Experts such as Ralf Opalka of O2 and Stefan Waldenmaier of Giesecke & Devrient agree that the majority of our purchases will be paid via mobile phone in future. Bavarian enterprises play an important role in the search for the most secure technology."

[Read more...](#)



- **BAVARIA IN YOUR BRIEFCASE | Yodelling - Culture That Tickles The Throat**

"We are not far from the summit of the 1674 m high Hochfelln. A group of 30 people is enjoying the fantastic view across the Chiemgau Alps on a mountain meadow. Suddenly a joyous shout fills the air. Shortly thereafter the entire group is yodelling. Hikers passing by first have a somewhat irritated look on their faces - which eventually turns into broad smiles."

[Read more...](#)



- **Fairs and Events**

[Read more...](#)

If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Facebook and Twitter.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

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West Coast Division**

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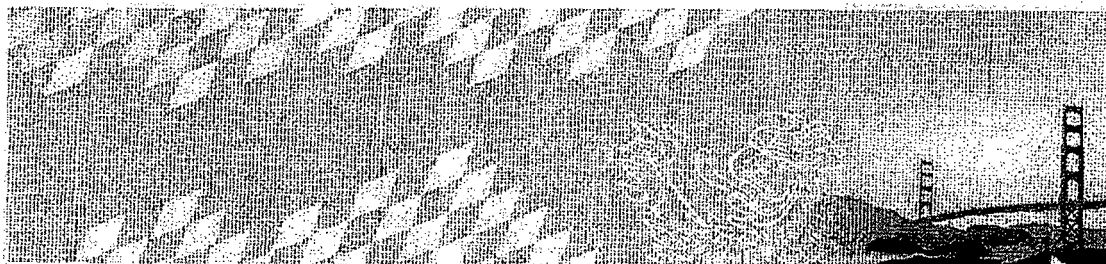
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**Bavarian U.S. Offices for Economic Development, LLC**  
**West Coast Division**

**May 1, 2012**

**Invitation: Electric Vehicles in Los Angeles - From Innovation to Adoption**

Dear friends and colleagues,

In close cooperation with GABA and supported by the Consulate General of the Federal Republic of Germany Los Angeles, CODA and others, the Bavarian U.S. Offices for Economic Development, LLC present an event which will feature pioneering companies from Los Angeles and around the world that are leading the transition to EV adoption. In addition to presentations, a panel discussion, refreshments and music, electric vehicles, charging stations and other electric drive train products will be displayed.

**When:**

Monday, May 7th, 2012

from 6:00 PM - 9:00 PM

**Schedule:**

06:00 PM	Guest sign-in
06:30 PM	Panel discussion and distinguished speakers

Music, refreshments and networking  
End of event

**Location:**

**La Kretz Innovation Campus at Los Angeles Cleantech Incubator**  
10 Minutes from the L.A. Convention Center  
523 South Hewitt Street  
Los Angeles, CA 90013

**There is a very limited number of free VIP tickets for guests of the Bavarian U.S. Offices for Economic Development, LLC available. For VIP registration please contact:**

**Phone: +1.415.362.1001**

**Email: [sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)**

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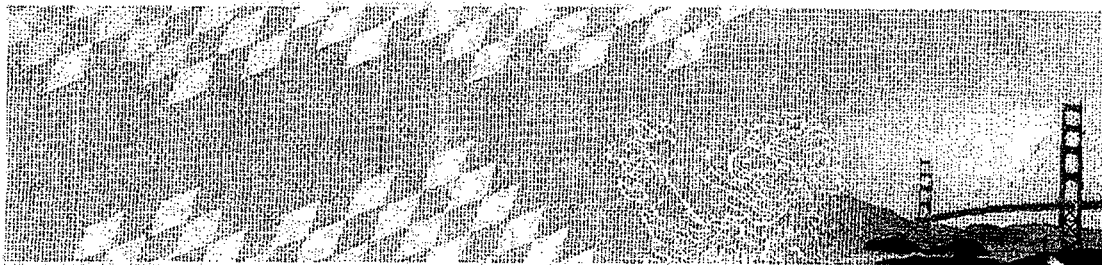
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**Bavarian U.S. Offices for Economic Development, LLC**  
**West Coast Division**

**April 26, 2012**

**Invitation: Electric Vehicles in Los Angeles - From Innovation to Adoption**

Dear friends and colleagues,

In close cooperation with GABA and supported by the Consulate General of the Federal Republic of Germany Los Angeles, CODA and others, the Bavarian U.S. Offices for Economic Development, LLC present an event which will feature pioneering companies from Los Angeles and around the world that are leading the transition to EV adoption. In addition to presentations, a panel discussion, refreshments and music, electric vehicles, charging stations and other electric drive train products will be displayed.

**When:**

Monday, May 7th, 2012

from 6:00 PM - 9:00 PM

**Schedule:**

06:00 PM	Guest sign-in
06:30 PM	Panel discussion and distinguished speakers

07:30 PM

Music, refreshments and networking

09:00 PM

End of event

For more information [click here!](#)

**Location:**

**La Kretz Innovation Campus at Los Angeles Cleantech Incubator**

10 Minutes from the L.A. Convention Center

523 South Hewitt Street

Los Angeles, CA 90013

**There is a very limited number of free VIP tickets for guests of the Bavarian U.S. Offices for Economic Development, LLC available. For VIP registration please contact:**

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**West Coast Division**

388 Market Street, Suite 1050

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
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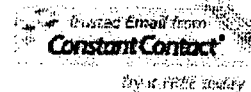


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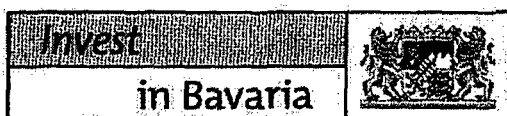
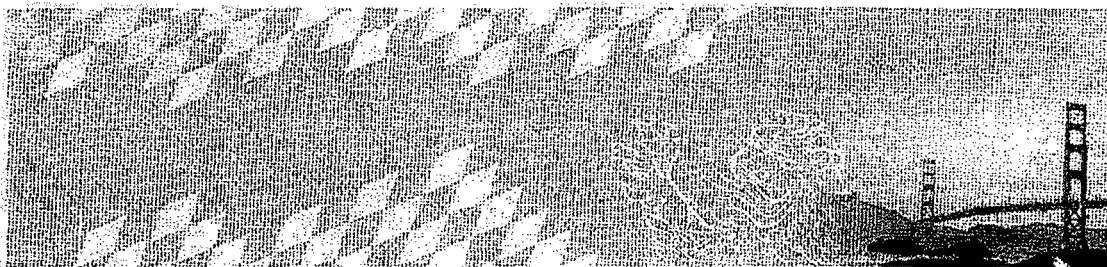
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**Bavarian U.S. Offices  
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May 16, 2012

Newsletter May 2012

Dear friends and colleagues,  
  
our most recent newsletter

**"Business Bavaria"**

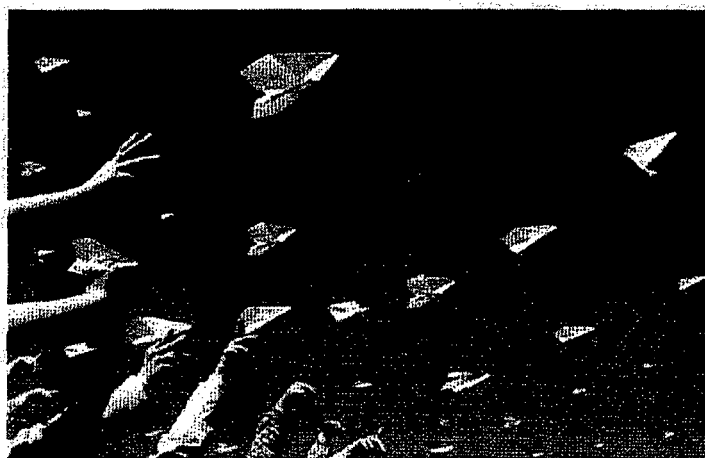
is now available for [download](#) on our homepage.

**What's inside:**

- **Munich Airport Celebrates Anniversary Flying High**

"On 17 May 2012, Munich Airport invites people to celebrate twenty years of success. Over four days, visitors, travelers and guests will be able to enjoy the anniversary program including live concerts, exhibitions and special attractions for all ages."

[Read more...](#)



- **5 MINUTES WITH... | Giovanni Marcon - Managing Director of Caravan Specialist Knaus Tabbert GmbH**

"The company's history dates back to 1934, when the vehicle body professional, Klaus Tabbert, founded his company in the Lower Franconian town of Schweinfurt. After having endured turbulent years, Knaus Tabbert GmbH is now among the leading European manufacturers of caravans and mobile homes. Today, the company is based in the Lower Bavarian Jandelsbrunn, not far from the Austrian and Czech border."

[Read more...](#)



- **IN FOCUS: AVIATION IN BAVARIA | Taking-off and Landing in the Free State**

"Faster, higher, further - three words, which shape and characterize modern society. The same three words can also be used to describe Bavaria as an international hub. The development and growth of aviation in the region over the last 20 years has surpassed all expectations. Bavaria has become a springboard to the world. And even though Munich airport is the main source of this gain, Nuremberg airport and the 'Allgäu Airport' in Memmingen contribute their fair share."

[Read more...](#)



- **BAVARIA IN YOUR BRIEFCASE | Albrecht Dürer - Nuremberg Honours its Artistic Genius**

"Nuremberg and Albrecht Dürer belong together just like Mona Lisa and her smile. In 2012, the Franconian city has dedicated itself entirely to the arts. It presents the life and the work of the painter and artist, known across borders, in all its glory."

[Read more...](#)



- **Fairs and Events**

[Read more...](#)

If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

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We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

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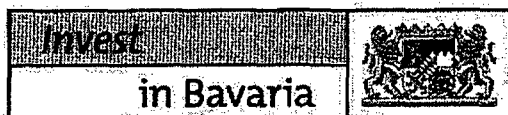
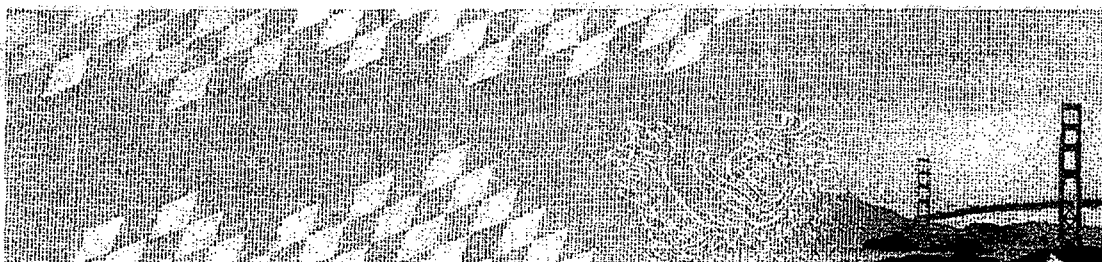
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**Bavarian U.S. Offices  
for Economic Development, LLC  
West Coast Division**

**May 29, 2012**

**TieCon 2012  
Santa Clara Convention Center, CA**

Dear Anindya:

it was a pleasure to meet you at TieCon 2012 in Santa Clara and we like to thank you for taking the time to talk to us. We hope your participation was a great success!

*You mentioned that MindTree is interested to expand its European business and we would like to take the opportunity to introduce the State of Bavaria as a business location for you.*

Bavaria has been an engine of IT development and application ever since the birth of the sector. Today, after five decades of growth, the state's IT sector is one of the largest and most diverse in the world.

For more information about IT in Bavaria please [click here](#).

To get information about potential distributors please check our [key technologies database](#).

The Bavarian office in San Francisco is your partner for international business development and location search. We offer specific information on the market environment, assistance in finding a business location and are happy to establish contacts with key partners. As a government office all our services are free of charge and without any obligation. To find out more please visit our website: <http://www.bavaria-westcoast.com>.

We invite you to [sign up](#) for our monthly newsletter. It provides you with information and news about Bavaria's economy and business sectors and news on scientific research.

Please feel free to contact us with any questions or concerns.

Sincerely

Your Bavarian U.S. Offices Team

***Bavarian U.S. Offices for Economic Development, LLC***

***West Coast Division***

388 Market Street, Suite 1050

San Francisco, California 94111

Phone: +1 (415) 362-1001

Fax: +1 (415) 362-1030

[sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)

<http://bavaria-westcoast.com>



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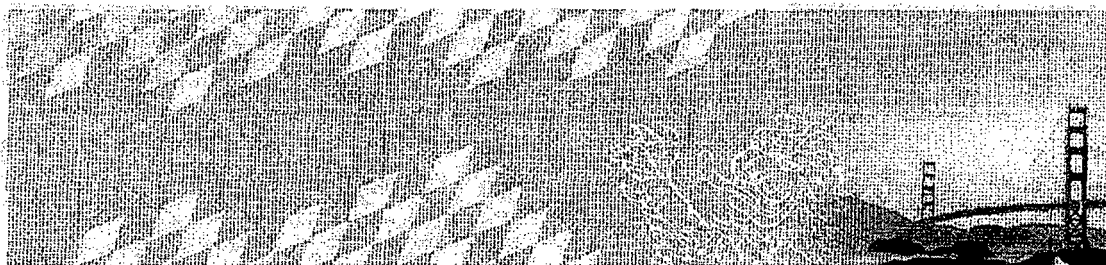
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***Bavarian U.S. Offices  
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West Coast Division***

**June 14, 2012**

**Bio International Convention in Boston  
June 18 - 21, 2012**

To whom it may concern:

The Bavarian U.S. Offices for Economic Development, LLC, based in San Francisco is your partner for overseas business development. We offer location services, information on the business location, establish contacts with key partners and inform about financing and incentive packages in Bavaria, Germany - all on a cost free and confidential basis.

Our Executive Director, Dr. Lucie E. Merkle, would like to take the chance to introduce our service personally and meet you at Bio 2012 in Boston. Please contact us or visit **our booth 0723 at the German Pavilion (Hall A)**.

**What makes Bavaria interesting for life sciences companies?**

- Bavaria is Germany's leading biotech state and among Europe's top life sciences clusters.
- The presence of leading international pharmaceutical companies such as Amgen, Aventis, Baxter, Biogen-Idec, BMS, Fujisawa, Roche, Sankyo, along with numerous service providers makes Bavaria's business environment for the life sciences industry dynamic and rich in customer, product and partnering opportunities.
- Innovation and incubation centers tailored to the needs of biotech companies jump-start companies and foster rapid growth.
- In addition, attractive premises and facilities designed for R&D, marketing or production are available in close proximity to the innovation centers.
- Bavaria's capital Munich provides a superb cluster of leading R&D centers such as Max-Planck-Institutes, the GSF-National Research Center for Environment and Health,



and the Gene Center.

If you are interested to learn more about Bavaria's Life Sciences [click here](#).  
To download our brochure 'Healthcare in Bavaria' [click here](#).

If you would like to schedule an appointment please contact our San Francisco Office:

Tel: 1.415.362.1001

Email: [sanfrancisco@bavaria.org](mailto:sanfrancisco@bavaria.org)

or stop by at our booth 0723 - Hall A - Germany Pavilion!

We are looking forward to meet you next week in Boston.

Best Regards,

Your Bavarian U.S. Offices Team

***Bavarian U.S. Offices for Economic Development, LLC  
West Coast Division***

388 Market Street, Suite 1050

San Francisco, California 94111

Phone: +1 (415) 362-1001

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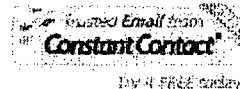


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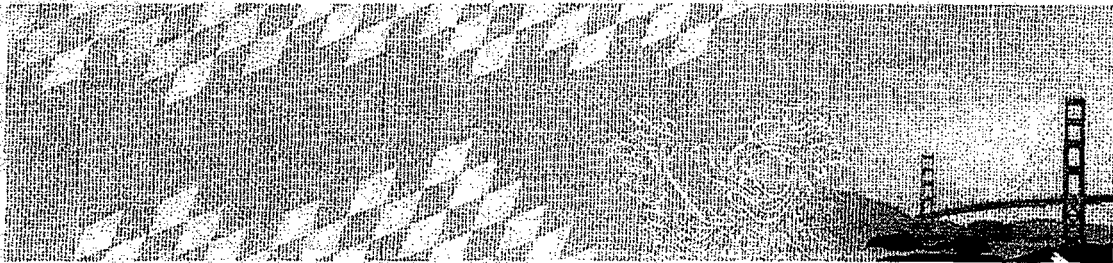
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**Bavarian U.S. Offices  
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West Coast Division**

**June 15, 2012**

**Newsletter June 2012**

Dear friends and colleagues,

our most recent newsletter

**"Business Bavaria"**

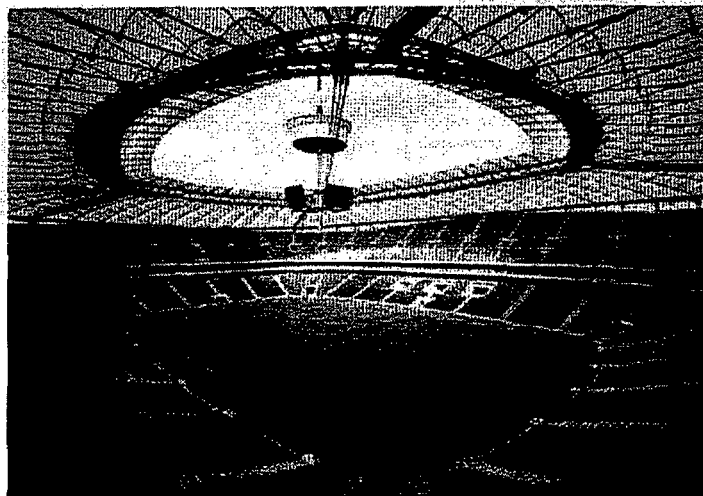
is now available for [download](#) on our homepage.

**What's inside:**

- **GOAL OR NOT? Bavarian Invention Provides A Solution**

"During EURO 2012™ in Poland and the Ukraine, there will no doubt be more disputes about whether the ball crossed the goal line or not. It is often impossible for referees to make a decision based on their naked eye alone. However, this tournament should be the last without any clear proof as Football Federations are currently testing a technology solution."

[Read more...](#)



- 5 MINUTES WITH... | Yulian Patzelt - Head of Marketing & Co-Founder of Excursiopedia

"Excursiopedia is an online portal for travellers offering its users information in seven languages, including Chinese which was added at the end of May. As a 'global one-stop shop', the Bavarian start-up with Russian roots brokers more than 5,000 day trips and tours in 110 countries. The company is based in Munich and has a service centre in Passau. We talked to Yulian Patzelt, one of the four founders."

[Read more...](#)

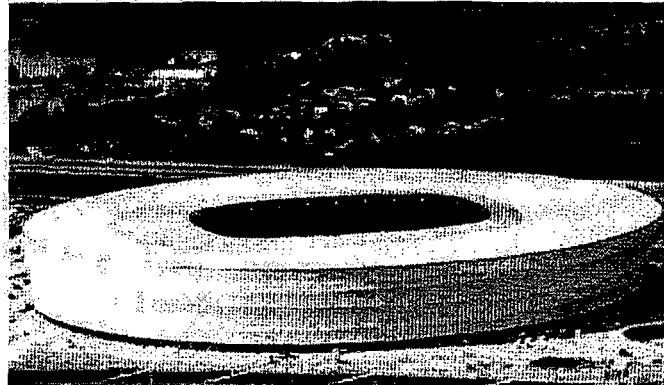


- IN FOCUS: EURO 2012 | Bavarian Engineers Are Already European Champions

"Euro 2012 in Poland and the Ukraine - a home match for Bavaria"

"This summer, the whole of Europe will once again be infected with football fever. In Poland and the Ukraine, the continent's best football teams will compete for the title of European Champion - some of the stadiums might seemingly provide a home atmosphere for the German team: after all, many of them were built by Bavarian companies."

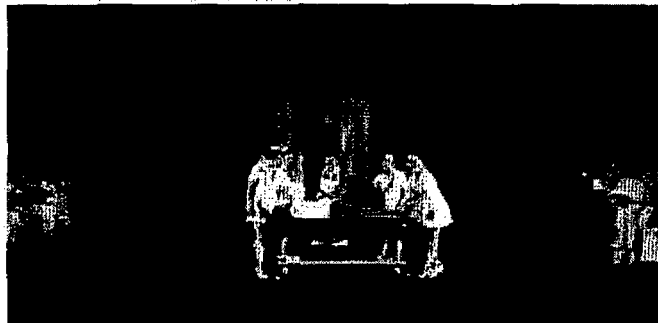
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- BAVARIA IN YOUR BRIEFCASE | Opera In The Castle

"Bavaria is famous for its medieval castles and its rich operatic tradition. For the fourth consecutive year, the Lower Bavarian Landestheater brings together both worlds on three open-air stages: the Lower Bavarian Castle Festivals 2012 invite spectators to enjoy a trip through the centuries in the impressive historical settings of Landshut, Passau and Straubing."

[Read more...](#)



- Fairs and Events

[Read more...](#)

If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Twitter or Facebook.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

**Bavarian U.S. Offices for Economic Development, LLC**

**West Coast Division**

388 Market Street, Suite 1050

San Francisco, California 94111

Phone: +1 (415) 362-1001

Fax: +1 (415) 362-1030

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## WELCOME TO BAVARIA



Bavaria is one of the strongest and most prosperous economic regions in Europe and offers superb location factors.

### Your benefits:

- State-of-the-art infrastructure
- One of world's top markets in terms of purchasing power
- Optimal links with international markets
- Dedicated support for research and technology
- Strong sector and industry networks
- Top level training and education
- Rich cultural offering and liveable traditions
- Unimpaired nature and a multitude of leisure opportunities
- Unvalued levels of security and political stability

Thus, both Global Players and small and medium sized companies feel at home and thrive in Bavaria.

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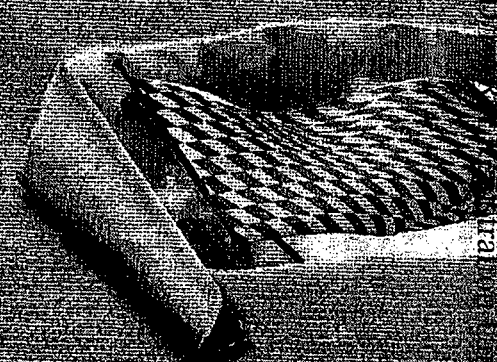
### Your benefits:

- Our services are free, confidential and individually tailored
- An international team
- Our global presence.

Invest in Bavaria is the expert partner for your project.

Get in touch with us.  
We look forward to hear from you!

Invest  
in Bavaria



### Your contact for your tailor-made service package

**Invest in Bavaria**  
Wipacstrasse 34  
80538 Munich, Germany  
Tel: +49 89 24210-7500  
Fax: +49 89 24210-7557  
info@invest-in-bavaria.com  
www.invest-in-bavaria.com

**State of Bavaria -  
United States Office  
West Coast Division**  
388 Market Street Suite 1050  
San Francisco, CA 94111  
Tel: +1 415 362-1001  
flemmle@bavaria.org

**State of Bavaria -  
United States Office  
East Coast Division**  
560 Lexington Avenue 47th Floor  
New York, NY 10022  
Tel: +1 212 317-0888  
whitischke@bavaria.org

## Invest in Bavaria

www.invest-in-bavaria.com

### Editor

**Bavarian Ministry of Economic Affairs,  
Infrastructure, Transport and Technology**  
**Invest in Bavaria**  
Dr. Jochen Niggel  
Prinzregentenstr. 28  
80538 Munich, Germany  
Tel: +49 89 24210-7500  
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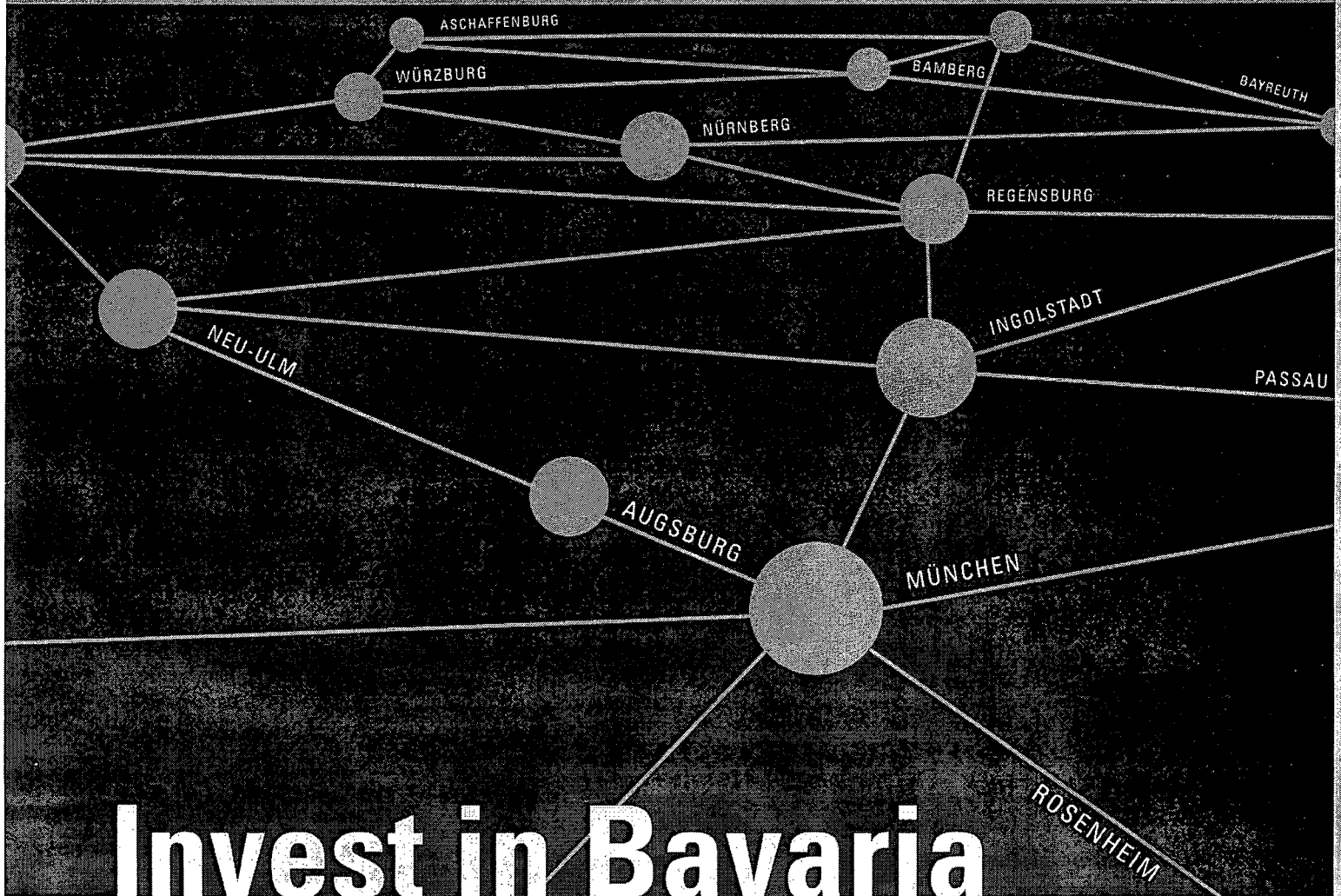
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IT is our world.  
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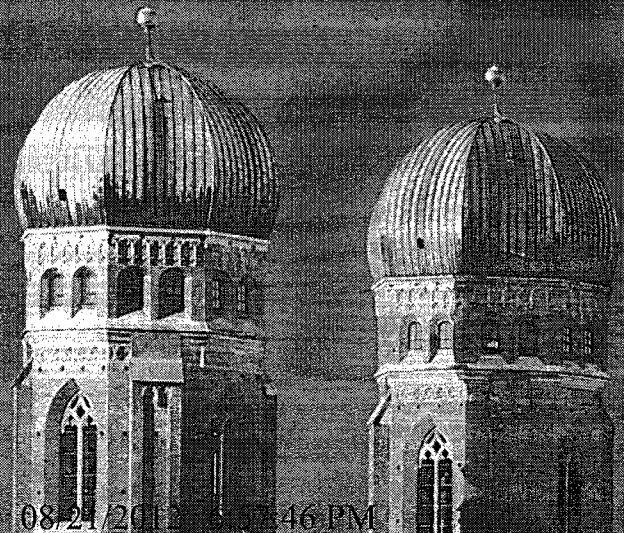






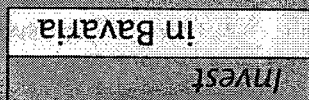
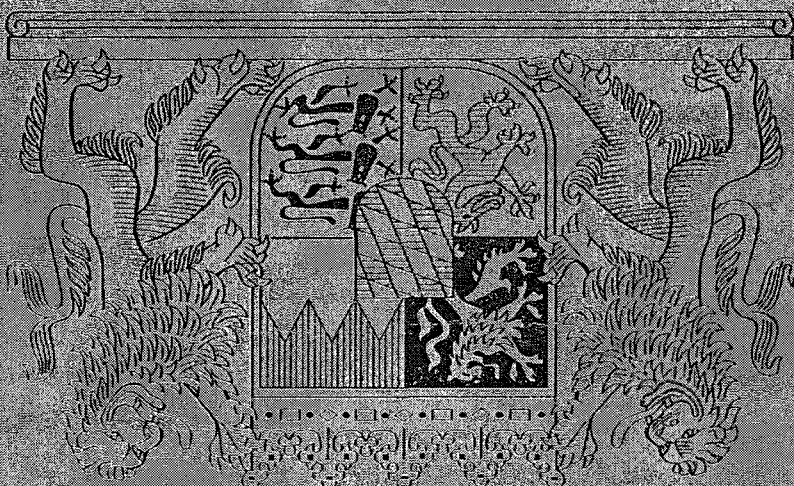
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Bayerisches Staatsministerium für Wirtschaft, Infrastruktur, Verkehr und Technologie



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Invest in Bavaria  
Dr. Johann Nigg

Prinzregentenstr. 28  
80538 München

Tel: +49 89 2162-2642

Fax: +49 89 2162-2803

info@invest-in-bavaria.com

www.invest-in-bavaria.com

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### Bavarian U.S. Offices for Economic Development, LLC / West Coast Division

388 Market Street, Suite 1050

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### **Invest in Bavaria – The agency that pulls the strings**

Invest in Bavaria is the central coordinating body for investors in the Bavarian Ministry of Economic Affairs. Our international team is there to offer you confidential assistance with setting up a new business or expanding your present facilities in Bavaria. We will provide you with information, help you find a suitable site and arrange contacts with government agencies as well as local partners and networks. Our service is of course free of charge. Get in touch with us!

#### **Contact**

##### **Invest in Bavaria**

Kristine Forster  
Widenmayerstr. 34  
80538 Munich | Germany  
Tel.: +49 89 24210-7510  
Fax: +49 89 24210-7557  
[energy@invest-in-bavaria.com](mailto:energy@invest-in-bavaria.com)

#### **Editor**

**Bavarian Ministry of Economic Affairs,  
Infrastructure, Transport and Technology**

##### **Invest in Bavaria**

Dr. Johann Nigg  
Prinzregentenstr. 28  
80538 Munich | Germany  
Tel.: +49 89 2162-2642  
Fax: +49 89 2162-2803  
[info@invest-in-bavaria.com](mailto:info@invest-in-bavaria.com)  
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80539 Munich, Germany  
Tel: +49 89 24210-7500  
Fax: +49 89 24210-7667  
info@invest-in-bavaria.com  
www.invest-in-bavaria.com

**State of Bavaria -  
United States Office**  
West Coast Division  
880 Market Street, Suite 1050  
San Francisco, CA 94111  
Tel: +1 415 382-1001  
tamer@bavaria.org

**State of Bavaria -  
United States Office**  
East Coast Division  
600 Lexington Avenue, 17th Floor  
New York, NY 10022  
Tel: +1 212 317-0580  
whitetschke@bavaria.org

## Invest in Bavaria

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### Editor

**Bavarian Ministry of Economic Affairs,  
Infrastructure, Transport and Technology**  
**Invest in Bavaria**  
Dr. Johann Nigg  
Rosenriedstr. 20  
80539 Munich, Germany  
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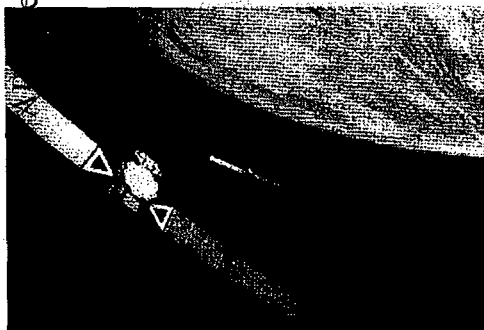


## PLANNING & PREPARATION

**You are investigating potential new locations for your company?**  
**You want to find out more about market and business opportunities in Bavaria?**  
**You require solid, reliable information about the general business framework in Bavaria?**

**Our services for you:**

- Key data on general market conditions and business environment
- Round-up of relevant industry and technology networks
- Overview of basic legal and taxation issues
- Facilitating contacts with qualified service providers and experts
- General survey of support, incentive and funding programmes in Bavaria



## LOCATION SEARCH & SITE SELECTION

**You are looking for the tailor-made location for your company in Bavaria?**

**Our services for you:**

- Joint development and project-specific location factors
- Presentation of locations that fit these criteria
- Identification of suitable sites and commercial premises
- Organization and planning of site and location visits
- Networking with local partners and service providers
- Identification of applicable support and incentive schemes for the project
- Contact with appropriate support and funding institutions

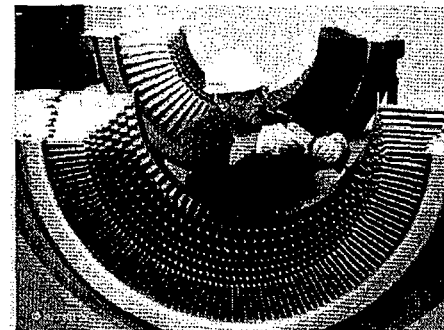


## IMPLEMENTATION

**You have selected your tailor-made location in Bavaria and now wish to go ahead with the realization of your project?**

**Our services for you:**

- Co-ordination of and consultation with all relevant project partners
- Facilitating contacts with industry and technology networks and platforms; service providers and specialists
- Arranging meetings with funding and support institutions
- Communication and liaison with public administrators and local economic development bodies
- Assistance with personnel and recruitment issues through our good offices with the Federal Labour Agency and private recruitment agencies and consultants



## GROWING IN BAVARIA

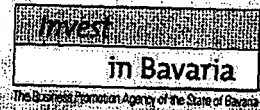
**You have started business operations in Bavaria and seek competent partners that accompany and support you in the development of your operation?**

**Our services for you:**

- Information about the full range of Bavaria's public business support programmes such as entry into new markets, participation in international trade shows, international co-operation and research and development
- Access to Bavaria's network of international trade representatives
- Contacts to communities, organisations and institutions of your native country in Bavaria
- Information about useful company and industry directories and networking platforms
- Invitation to our networking events and information about those of our partners and related organisations







# 70.550 km<sup>2</sup> of Opportunities

Investment Location Bavaria

Bavarian Ministry of Economic Affairs,  
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Welcome to Bavaria.  
Welcome to one of Europe's leading  
economies and business regions.

Bavaria's GDP of Euro 442,4 billion exceeds that of 19 of the European Union's 27 member states. Its per capita GDP of Euro 35.337 is well above the German and EU averages. Bavaria is one of the world's top markets in terms of purchasing power.

Bavaria's superb location factors are regularly noted in international comparative studies and the state's metropolitan regions Munich and Nuremberg are frequently assigned top rankings.

From a state largely dominated by agriculture just 50 years ago, Bavaria has evolved into "Europe's Hightech Mecca" (Bill Gates) and an economic power with global presence. Record exports of Euro 160 billion underline Bavaria's international competitiveness.

#### **Bavaria: A modern, competitive economy**

Alongside global players such as Allianz, Siemens, BMW, Audi, EADS, adidas, Puma and MAN, Bavaria's economy is characterised by a dense network of small and medium-sized industrial, trade and service enterprises. Investors can be sure to find a wide array of competitive suppliers, customers and business partners.

Bavaria commands a leading position in most future technologies, be it information and communications technology (ICT), biotechnology and genetic engineering, or medical, energy and environmental technologies. Hightech enterprises enjoy an optimal setting in Bavaria.

The services sector also plays a strong role in Bavaria's economy. The state is Germany's No 1 location for the insurance industry and the No 2 banking centre. It is the leader in tourism and the Munich and Nuremberg exhibition and conference centres are of international significance. The high value added B2B services sector is particularly well developed in Bavaria.

Bavaria offers foreign direct investors an superb infrastructure in transport, telecommunications and energy that ensures security of supplies and excellent access to international markets. Moreover, investors can draw on a workforce with a high level of education and training as well as a special focus on research and technology with expenditure on research and development at more than 3 percent of GDP, a top level internationally.

Yet modern Bavaria has retained its endearing "soft" location factors such as a rich cultural heritage and life, liveable traditions, manifold recreational opportunities, unspoilt nature and maximum levels of personal safety and security.

#### **Cosmopolitan Bavaria**

Up to now companies from more than 98 countries worldwide have established business operations in Bavaria. From here they operate profitably and successfully way beyond Bavaria's borders.

#### **Welcome to Bavaria**

*Why not turn to the team of Invest in Bavaria for a thorough brief on and competent guidance to Bavaria's opportunities for you and your company. We look forward to you!*



*Martin Zeil*  
Martin Zeil  
Minister of Economic Affairs,  
Infrastructure, Transport and  
Technology  
State of Bavaria



*Katja Hessel*  
Katja Hessel  
Vice-Minister of Economic  
Affairs, Infrastructure,  
Transport and Technology  
State of Bavaria



2.705

kilometres connect Bavaria  
with its neighbours.

Bavaria's ideal location within the European economic region provides fast and easy access to all European markets. Companies located in Bavaria can reach close to 500 million consumers and open up additional markets.

**Close ties: Bavaria and Eastern Europe**

Bavaria has a long tradition of close economic and political relations with the countries of Central and Eastern Europe, from Estonia to Bulgaria, from Hungary to the Ukraine. BAYHOST, the Bavarian academic centre for Central, Eastern and Southeastern Europe, links Bavarian and eastern European universities facilitating a vibrant exchange in tuition and research that can also be utilised by Bavarian businesses.

Bavaria's long-standing role as the node between East and West has been further heightened by the European Union's extension to the East.

**Grüß Gott India, Namaste Bavaria**

An excellent example for trans-European knowledge transfer is the new Bavaria-India Centre at the University of Applied Sciences in Hof that provides insights into and links with Indian universities and useful contacts.

*With Invest in Bavaria the Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology furnishes international investors with a powerful partner that provides competent, unbureaucratic and free guidance and support with all aspects and through all phases of establishing or expanding a business operation in Bavaria.*

*Having determined investors' specific requirements and ideas, Invest in Bavaria develops tailored suggestions for optimum sites and locations in Bavaria, including comprehensive data about micro- and macroeconomic location factors as well as organized, guided site and location tours and visits.*

**Invest in Bavaria finds your ideal business location.**

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## air links connect Bavaria with the world – in all directions.

Bavaria benefits from the state-of-the-art infrastructure and maximum mobility that guarantee speedy, reliable and safe movement of people, goods, data and information – by rail, road, air and water. A road network of 41,882 km, comprising motorways, federal and state highways and district trunk roads, provides excellent connectivity throughout the state.

**Bavaria connects you to the world – on all routes, trunk lines and channels.**

State-of-the-art information and communications technology provide global connectivity and rapid exchange of data and information. Bavaria's broadband initiative ensures the availability of broadband internet access throughout the state.

**Superbly positioned:  
Bavaria leads in satellite navigation.**

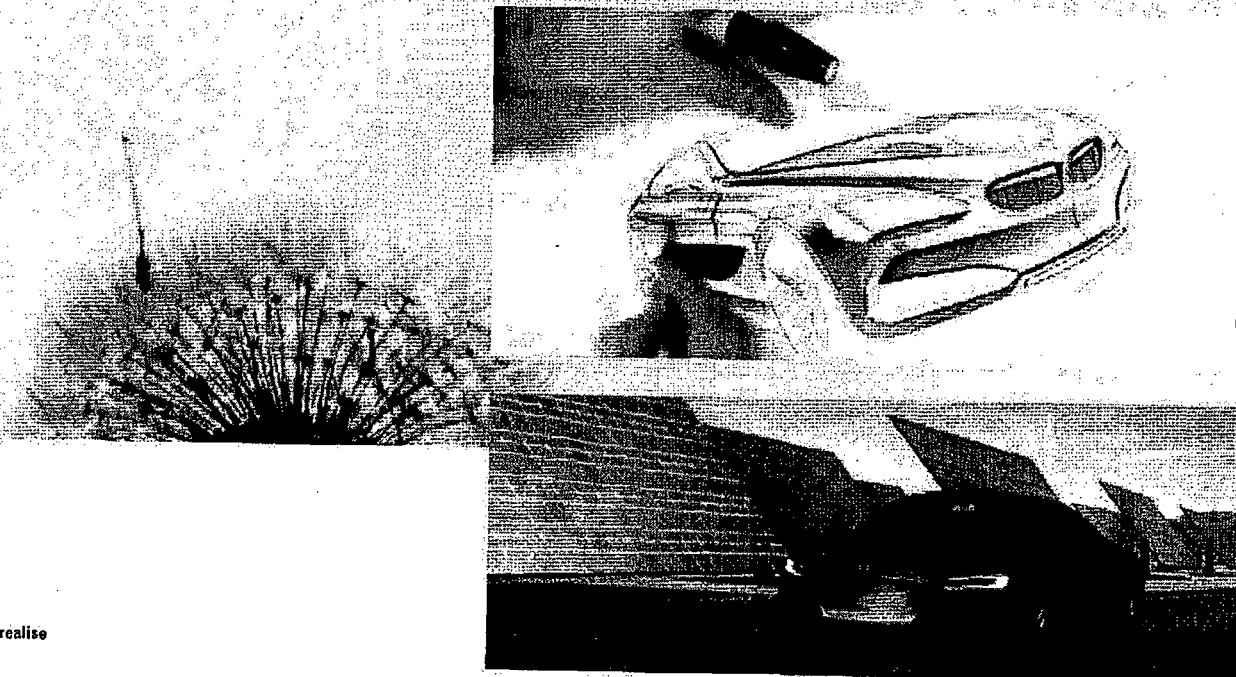
The role of leading-edge technologies such as aviation, aerospace and satellite navigation as engines for innovation and growth was recognised and fostered in Bavaria at an early stage. As a result, Bavaria is now seen as Europe's leading hub for satellite navigation. The interplay of earth surveillance and communication creates countless opportunities to develop new products, applications and services in areas such as tourism, recreation and logistics.

*Invest in Bavaria introduces Bavaria to the world and links Bavarian and international companies. We present and inform about hightech location Bavaria at numerous national and international trade shows and are a first point of call for international companies.*

*Bayern International, our partner organisation, offers Bavaria-based small and medium-sized enterprises access to new customers and markets through participation in Bavarian pavilions at international trade shows.*

*You can also access us around the world: 23 Bavarian representative offices in Europe, Asia, the Americas and Africa are at hand to field your queries and provide sound and comprehensive advice.*

**Invest in Bavaria – a global network.**



## patent applications are testimony of a culture of innovation.

Companies from 98 countries worldwide value Bavaria's climate of innovation. Why not realise your ideas at a location with a track record of success.

### Pioneering Technologies from Bavaria

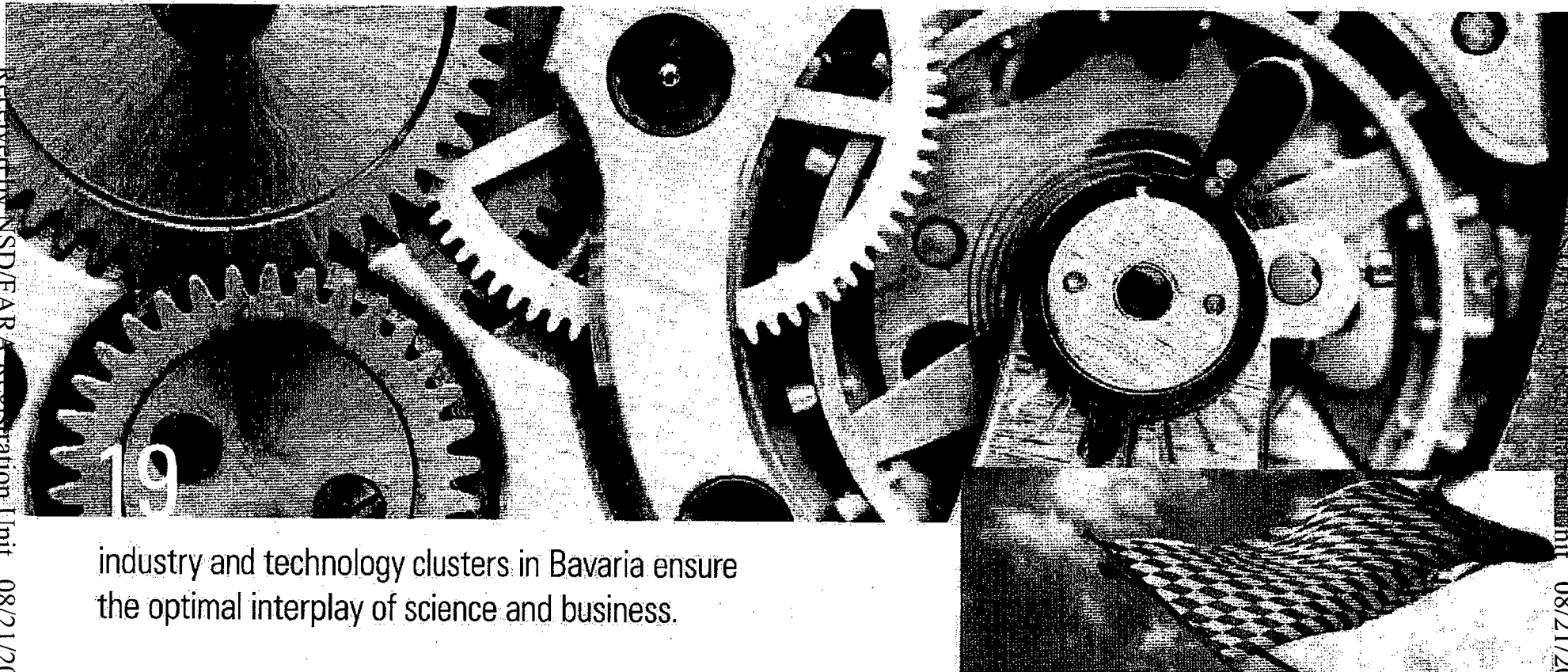
Bavaria always has been a hotbed of inventions and innovation. Many ingenious ideas, which shaped our modern world, came to light in Bavaria: Rudolf Diesel developed his diesel engine in Bavaria. Franconian inventors came up with the revolutionary MP3 audio codec and screw-in studs, an indispensable feature of modern soccer boots and other sports shoes, are also the result of Bavarian ingenuity.

### In the Best of Companies

BMW, Audi, Siemens or adidas are just a few of the global players that originate from Bavaria. In addition, international giants ranging from search engine specialist Google to pharmaceutical major MSD Sharp & Dohme have selected Bavaria as a location for major research and development facilities or as headquarters for their European operations.

*Invest in Bavaria looks forward to integrate you into Bavaria's international business network. We can provide targeted, sector specific access to relevant business gatherings and sector events that deal with the technologies of tomorrow.*

**Invest in Bavaria connects.**



## industry and technology clusters in Bavaria ensure the optimal interplay of science and business.

Companies located in Bavaria benefit from the structured collaboration between science, research and commerce, know-how transfer, interdisciplinary networks and the interplay between large and small and medium-sized enterprises. The state government's Cluster Initiative Bavaria encourages and supports these clustering moves.

### Networks utilise development potential

Bavaria's 19 state-wide clusters encompass 19 key industry sectors and technologies. The Cluster Initiative Bavaria is two-pronged: Firstly, it aims to expand and strengthen state-wide cluster networks of companies, universities, research institutions as well as B2B service providers and financial institutions. In addition, a regional component is to support and strengthen the Bavarian regions' existing development potential beyond sectoral boundaries.

### Business + Science = Value Added

The Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology sees the Cluster Initiative Bavaria as a key tool to link science and business. This close exchange raises productivity, strengthens value added chains and allows the speedier translation of research results into marketable products. An indicator of Bavaria's prowess at innovation are some 12,969 patent registrations annually, ranging from solar power modules to adjustable saddle supports for mountain bikes.

*Invest in Bavaria will be pleased to introduce you to relevant public administrators and trade and business institutions in Bavaria and connect you with valuable contacts and networks. We are well connected with all Bavarian district authorities. In collaboration with partners like Bayern International, Bayern Handwerk International and the Bavarian Research Foundation we can provide sector-specific data and intelligence about local markets and useful guidance. Just talk to us. We know the contacts that matter to you.*

**Invest in Bavaria facilitates contacts.**



# 322.537

students obtain quality education and professional skills at Bavarian universities.

Successful businesses are always dependent on highly qualified, motivated personnel. Bavaria attaches key importance to education, training and research. The dual education and training system for non-graduate professions combines theoretical and on-the-job training in a way that creates the optimal base for the start of professional life.

#### Education and training in Bavaria: international and diverse

Study, tuition and research take place at 11 universities, 24 universities of applied sciences and at 6 state art academies in Bavaria. There is a special focus on the international orientation of degree courses. A total of 108 different dual degree courses are available at 9 Bavarian universities that involve joint courses at a German and an international university with graduation certificates from both.

#### Renowned research centres

12 Max-Planck-Institutes, 8 Fraunhofer-Society facilities and 2 major Helmholtz research complexes are key indicators of Bavaria's role as a leading global research centre.

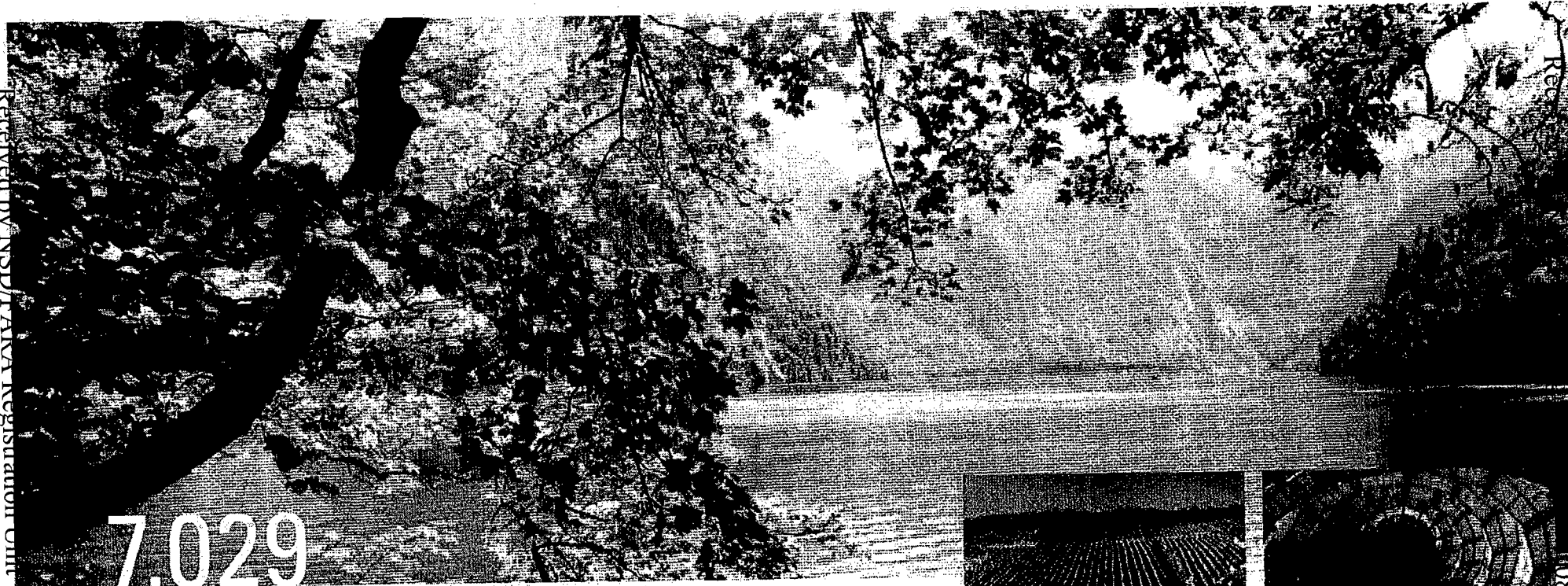


Invest in Bavaria's services for investors go way beyond finding the optimal location in Bavaria. In close collaboration with the federal employment office we can support you in the search for suitable personnel. The transfer portal of Bavaria's universities even allows the search across all academic institutions for suitable contacts and information from Bavaria's knowledge institutions, according to your manpower, research and know-how requirements.

And should you see the need for specific training and education courses, just let us know. In collaboration with the chambers of industry and commerce it is even feasible to device new, tailored training programmes that meet your requirements.

**Invest in Bavaria opens doors.**





## 7.029 hectares of forest are designated nature reserve areas in Bavaria.

Under its hallmark white-blue skies, Bavaria offers a rich tapestry of history and culture: Albrecht Dürer was from and active in Franconia, the Fugger in Augsburg, the Wittelsbach dynasty illuminated all of Bavaria. It was here where Ludwig II built his fairy tale castles, where the painters of the "Der Blaue Reiter" expressionist movement found their themes and motifs. Bert Brecht his stories and Richard Wagner his inspiration.

### Swimming, Hiking, Enjoying Nature

As diverse as its culture is Bavaria's landscape: mountains and lowlands, moors and heaths, lakes and rivers, the Bavarian Forest, which endangers species like the reclusive lynx, wood grouse and wildcat have reclaimed as their habitat.

### Nature: valuable and valued

Bavaria: A holiday destination that cares for the environment

No surprise that Bavaria is Germany's favourite holiday destination. In 2010 alone 77.9 million overnight visitors stayed in Bavarian hotels, guesthouses and camping sites. Care for the environment is paramount. Bavaria has 18 nature reserves that cultivate biodiversity and are ideal reservoirs for rest and recreation.



People feel at home and comfortable in Bavaria. Many well-known overseas investors endorse this and opt for long-term, sustainable investment projects in the state. Invest in Bavaria's success stories testify to this: Research centres of both Google and Olympus, Linde's group headquarters, the GE Healthcare Commercial Center, Sandoz's corporate HQ all found locations in Bavaria that unite commercial benefits and quality of life.

Invest in Bavaria benefits from a strong overseas presence, where we market business location Bavaria. We attend and take part in international trade shows and their conferences, look after visiting foreign journalists, stage investor seminars and visit companies in home countries.

**Invest in Bavaria links businesses and living spaces.**

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## global offices and our Munich head office look forward to handle your enquiries.

*Invest in Bavaria – the business promotion agency of the Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology and of Bayern International GmbH.*

### Personal contacts in 23 countries

*It is easy to get in touch with us through our 23 offices around the globe – from Moscow to San Francisco, from Tokyo to Bangalore. We are there to field your enquiries, facilitate contacts, meet you at relevant trade shows or visit you at your company base. Just give us a call or drop us a line.*

**HEADOFFICE**  
Dr. Johann Niggel  
Prinzregentenstr. 28  
80538 Munich  
Tel.: +49 89 2162-2642  
info@invest-in-bavaria.com

### EUROPA

**BULGARIA**  
Dr. Miko Vassilev  
c/o German-Bulgarian Chamber  
of Industry and Commerce  
c/o Curia Str. 25 A  
1113 Sofia  
Tel.: +359 2 8163010  
m.vassilev@ahk-bg.org

**ISRAEL**  
Godel Rosenberg  
c/o goro International  
consulting services ltd.  
David Hamelich St 15a  
Herzliya 46651  
Tel.: +972 (9) 9579091  
godelrosenberg@online.co.il

**CROATIA**  
Dr. Peter Presber  
c/o German-Croatian Chamber  
of Industry and Commerce  
Zemlenhotova 2  
10000 Zagreb  
Tel.: +385 1 6311-600  
bayern@ahk.hr

**AUSTRIA**  
Thomas Gindelo  
c/o German Chamber of  
Commerce in Austria  
Schwarzenbergplatz 5 Top 3/1  
11030 Vienna  
Tel.: +43 1 545 1417-32  
thomas.gindelo@dhk.at

**POLAND**  
Michael Kern  
c/o German-Polish Chamber  
of Industry and Commerce  
ul. Miodowa 14  
00-246 Warsaw  
Tel.: +48 22 5310-500  
ib@ahk.pl

**ROMANIA**  
c/o Sebastian Metz  
German-Romanian Chamber  
of Industry and Commerce  
Str. Clucerului 35, et. 2  
011363 Bucuresti  
Tel.: +40 21 2079165  
metz.sebastian@ahkromania.ro

**RUSSIA**  
Fedor Kharokhordin  
c/o Association of German Chambers  
of Industry and Commerce  
Haus der Deutschen Wirtschaft  
1. Kosutski per. 7  
119017 Moscow  
Tel.: +7 495 23449-86  
info@bayern.ru

**SWITZERLAND**  
Ralf Bopp  
c/o German Chamber of  
Commerce in Switzerland  
Tollstrasse 60  
CH-8002 - Zurich  
Tel.: +41 44 283-6150  
ralf.bopp@handelskammer-d-ch.ch

**CZECH REPUBLIC**  
Bernard Bauer  
c/o German-Czech Chamber of  
Industry and Commerce  
Václavské nám. 40  
110 00 Prague 1  
Tel.: +420 2 24221200  
info@dhk.cz

**TURKEY**  
Marc Landau  
c/o German-Turkish Chamber of  
Industry and Commerce  
Yaniköy Cad. No. 89  
34457 Tarabya-Istanbul  
Tel.: +90 212 363-0500  
info@dhk.de

**UKRAINE**  
Karin Ray  
c/o Association of German Chambers  
of Industry and Commerce  
Vul. Puschkinska 34  
01004 Kiev  
Tel.: +380 44 2345595  
dhk@dhk.ua

**HUNGARY**  
Gabriel A. Brennauer  
c/o German-Hungarian Chamber  
of Industry and Commerce  
Lövöbáz u. 30  
1024 Budapest  
Tel.: +36 1 345-7637  
info@ahkhungary.hu

### AMERICA

**BRAZIL**  
Martin Langewellpott  
c/o German-Brazilian Chamber  
of Industry and Commerce  
Rua Verbo Divino 1488  
04719-304 São Paulo  
Tel.: +55 11 5187-5100  
bayern@ahkbrasil.com

**CANADA**  
Daniel Curio  
State of Bavaria – Québec Office  
1501, Ave. McGill College,  
Suite 2080  
Montréal, (Québec) H3A 3M8  
Tel.: +1 514 985-6520  
info@baviere-quebec.org

**MEXICO**  
Christian Weber  
c/o German Mexican Chamber  
of Commerce and Industry  
German Centre  
Av. Santa Fe 170, Piso 1  
Oficina 4-10  
Col. Lomas de Santa Fe  
01210 México D.F.  
Tel.: +52 55 1500-5505  
bayern@ahkmexico.com.mx

**USA (EAST COAST / NY)**  
Dr. Wolfgang Hübisch  
State of Bavaria –  
United States Office  
560 Lexington Avenue, 17th Floor  
New York, NY 10022  
Tel.: +1 212 317-0588  
whuebisch@bavaria.org

**USA (WEST COAST / SF)**  
Dr. Lucie E. Merkle  
State of Bavaria –  
United States Office  
West Coast Division  
388 Market Street, suite 1050  
San Francisco, CA 94111  
Tel.: +1 415 382-1001  
lmerkle@bavaria.org

### ASIA

**CHINA**  
Manuel Rimkus  
State of Bavaria –  
Shandong Office  
Rm. 1118, Hiseense Tower  
17 Dong Hai Xi Road  
250071 Qingdao  
Shandong Province  
Tel.: +86 532 86671796  
bayern@bayern-shandong.com.cn

**INDIA**  
John Kottayil  
State of Bavaria – India Office  
Prestige Meridian 2  
12th floor, Unit 1201  
30, MG Road  
Bangalore - 560001  
Tel.: +91 80 4086-0025  
john.kottayil@invest-in-bavaria.in

**JAPAN**  
Dr. Christian Gelingier  
State of Bavaria – Japan Office  
Hollands Mills  
Mori Tower Rop 801  
5-11-1, Toranomon  
Minato-ku, Tokyo, 105-0001  
Tel.: +81-35203-1416  
bayern@bayern-japan.org

**VIETNAM**  
Marko Walde  
c/o AHK  
5th Floor, Somerset Chancery Court  
21–23 Nguyen Thi Minh Khai Street  
District 1  
Ho Chi Minh City  
Tel.: +84 8 38233775  
walde.marko@vietnam.ahk.de

**UNITED ARAB EMIRATES**  
Dr. Dalie Abu Senra-Rotbe  
c/o German-UAE Chamber  
of Commerce and Industry  
Abu Dhabi Mall, East Tower  
1st Floor, Office No. 104  
Abu Dhabi  
Tel.: +971 2 6455200  
bavaria@ahkuae.com

### AFRICA

**SOUTH AFRICA**  
Mathias Boddenberg  
c/o Southern African-German  
Chamber of Commerce  
and Industry  
47 Oxford Road  
2193 Forest Town  
Johannesburg  
Tel.: +27 11 488-2775  
bavaria@germanchamber.co.za

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Invest in Bavaria  
Dr. Johann Niggel

Address:  
Prinzregentenstr. 28  
80538 Munich  
Tel.: +49 89 2162-2642  
Fax: +49 89 2162-2803  
info@invest-in-bavaria.com  
www.invest-in-bavaria.com

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**Publisher**

**Bavarian Ministry  
of Economic Affairs, Infrastructure, Transport and Technology**

**Invest in Bavaria**

Prinzregentenstr. 21  
80538 Munich  
Tel.: +49 89 2162-2800  
Fax: +49 89 2162 2801  
info@invest-in-bavaria.de  
www.invest-in-bavaria.com

Invest in Bavaria is the Business Promotion Agency of the Bavarian Ministry of Economic Affairs,  
Infrastructure, Transport and Technology and Bayern International GmbH